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*The International Shoe and Leather Weekly*

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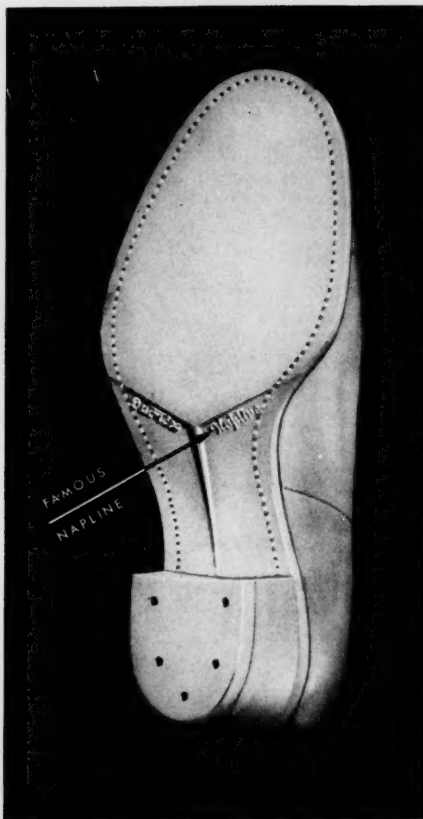
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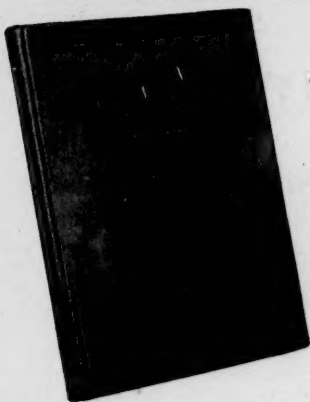
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# LEATHER and SHOES

ESTABLISHED 1890

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No. 3

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# 60,000 FOOTWEAR CASUALTIES

## *That's one winters frostbite toll in Korea—and an indictment*

July may seem a peculiar time to talk about frostbite. But the topic has such an enormous bearing on the shoe and leather industry, that it's better we talk about it now before another winter and another bad press hits the industry.

Because the shoe and leather industry has tended to by-pass this matter of frostbite, it has been unofficially awarded a black mark that will take a long time to rub off the public mind.

Last winter, in the consistently 25-below-zero weather of Korea, 60,000 American soldiers were frostbitten—as many as were struck down by this trivial-sounding but terrible affliction during the entire period of World War II. Ninety percent of these cases were frostbite of the feet. Some 10 percent, about 6,000 men, required hospitalization, and hundreds of these cases were so severe that amputation of toes and parts of the foot were necessary.

The cause: inadequate protective footwear.

The Shoepac, which proved quite satisfactory under certain conditions and climates, proved wholly unsuitable in Korea, and was in good part responsible for the failure that resulted in the terrible toll of frostbite. The Shoepac was found to leak, required several pairs of socks which had to be changed every 12 hours if frostbite was to be prevented.

Under many battle conditions in Korea it was impossible to change or dry out socks. Captain Eugene R. Hering, a Navy surgeon who spent the bitter 1950-51 winter with the Marines in Korea, reported to the American Medical Association that in the forced retreat of the Marines last December from the Canjin Reservoir to Hungnam, the division suffered 2,400 cases of frostbite. "The very nature of that fight made it impossible for the troops to take all precautions against frostbite." The sweaty socks in the 30-below-zero became caked with ice. Fifteen hundred of these frostbite cases were severe enough to be evacuated, and nearly five percent

### LandS Editorial

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required amputations.

The Shoepac didn't meet the requirements.

The 60,000 frostbitten soldiers in Korea last winter became genuine casualties. They comprised four full divisions of combat soldiers—and were mowed down by weather and inadequate footwear as though they were hit by bullets. The severity of frostbite can be better appreciated by the fact that the Department of Defense, for the first time in U.S. military history, now awards the Purple Heart for severe frostbite. It is a genuine casualty with all the pain and suffering that attends any type of wound.

Many of us recall the furor of public criticism that rose last winter against the officials of our armed forces because of the mounting toll of frostbite due to inadequate footwear. While the military brass was the main target, there was no doubt about reflection of this criticism on the U.S. shoe and leather industry. Though our military shoes were and are the best in the world, as evidenced by the Chinese Reds stealing GI boots at every opportunity, they still weren't good enough for bitter wet-cold conditions of Korea. The American public had every right to expect virtually nothing short of perfection in clothing for its armed forces.

But the shoe and leather industry did not assume the responsibility it should have, not only to allay or prevent public criticism, but to improve foot protection for the soldier. We did not come up with a suitable boot in answer to the 60,000 frostbite cases of World War II. As a consequence, we were caught short in Korea, where temperature conditions were far worse. We pre-

sumed—very wrongly—that this responsibility belonged to the military. Only some of it did. We should have inaugurated a research program to come up with an "anti-frostbite" boot. We should have at least shared the task and responsibility with the military. We didn't. We remained processors instead of initiators.

But the rubber footwear industry—Hood Rubber Co. specifically—carried the ball in cooperation with the Navy. And now they've come up with the perfect anti-frostbite boot which Pentagon officials call "the only great stride in cold-weather footwear development in the past 35 years." It can withstand temperatures of 80 degrees below zero. It's going to replace the Shoepac for all wet-cold areas. And much of the "next war," he sure, is going to be fought in just such areas.

The main point, however, is that our own industry missed a wonderful opportunity to gain a new laurel in public opinion, in public relations. We missed the boat and stumbled on that particular job—at a terrific cost in tangibles and intangibles.

The Navy won the laurels when without question—had we been prepared and used responsible vision—the laurels should have been ours.

It was frostbite of the feet which took the terrible toll of 15,000 casualties on Napoleon's army during its disastrous retreat from Moscow in the winter of 1812. Said Napoleon later, "We had the better men and the better equipment—but the Russians knew better how to protect their feet from extreme cold."

Salvatore Gianola, one of the designers of the new Navy boot, states, "In the next war, the most critical, single survival factor will not be guns but clothing—especially footwear."

How prepared are we to make our contribution in concrete *creativity* to the new footwear needs that will arise? This holds a wonderful opportunity if we fulfill it. We have no right to muffle it again.





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business

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When you consider how many times its own weight the human foot must support, it's easy to see how arches become weakened through shoes with "saggy" soles.

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**SLIDE-O-MATIC**

**"No distortion of top lines,  
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in making this shoe"**

A FAMOUS BRAND NAME MANUFACTURER



*\* When removing shoe,  
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Get the complete story on what Slide-O-Matic lasts can do for you and how they can pay for themselves in the damage they prevent. Write for illustrated folder today.

THIS well-known manufacturer states in full, "Since using Slide-O-Matic we find absolutely no distortion of top lines and no breakage or damage to back seams." His experience is typical.

What's "Slide-O-Matic?" It's the new *shortening\** last that has made a heavy impact in the industry because it opens up new horizons in shoemaking economies, quality and design by:

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- 2** Eliminating strained or broken bindings, back seams or upper materials due to last removal
- 3** Assuring speedy, positive and easy last insertion in pre-fitted uppers
- 4** Simplifying and speeding up relasting
- 5** Stimulating shoe designers — frees them from restrictions imposed by conventional lasts





*The new Florsheim plant in Chicago, one of the country's most modern industrial units, brings a new concept of mass production methods to shoe manufacturing through the use of materials handling equipment to reduce costs and increase production efficiency.*

## SPEEDING SHOE FACTORY WORK FLOW

By Edmund Mottershead

Mottershead Associates

**W**HEN the executives of the Florsheim Shoe Company, which last fall opened its new downtown plant in Chicago, sat down to plan its construction, they had several serious problems to consider:

The decision to build on the edge of the Chicago loop—the first new factory construction in that area for over a decade—was based upon convenience to rail and truck shipping facilities, upon convenient local transportation for workers which insured a good supply of the skilled workers

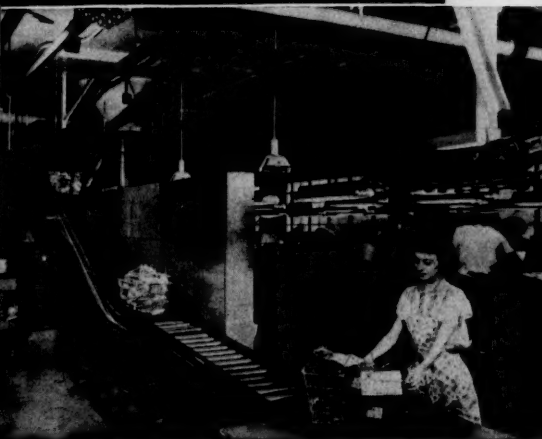
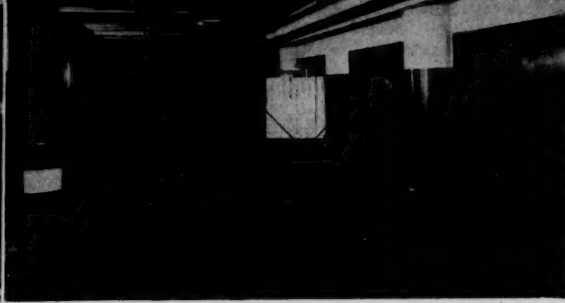
accustomed to working at Florsheim, and easy access to banks and downtown offices and hotels where buyers throng, and as a by-product, the advertising value of a dramatic new building across from Union Station, where it is seen daily by thousands of people.

Once the decision had been reached to reverse the industrial trend towards decentralization in the suburbs, the problem was to design a multi-story building literally built around the manufacturing operation.

With this went a streamlining of manufacturing methods and flow of work, the planned installation of materials handling equipment, so that the present manufacturing layout and the new building were literally designed together.

In all, four basic architectural shapes were considered. The "E" was discarded as having narrow courts with a high square foot area of floor space but too many angle turns in the production flow. An "H" shaped design had the same faults





## Efficiency Plus Result of Smart Planning

**Upper left:** The covered shipping and receiving area in the basement of the new Florsheim plant has a capacity of nine large semi-trailer trucks. Incoming materials are fed to three five-ton capacity elevators for distribution to the six working floors. Outgoing shipments are carried on roller conveyors right into the bodies of waiting trucks.

**Upper right:** Basement elevator entrances where raw materials are loaded for the storage area on the fifth floor and upper leather cutting department on the sixth.

**Left:** Dumbwaiters of from 700 to 1,000 pounds capacity are located throughout the plant for floor-to-floor handling. Dumbwaiters are spotted near the "wells of work" shown in the flow chart on the opposite page and are less expensive to operate than the main elevators.

The photo immediately below shows the ingenious overhead chain conveyor in the sixth floor upper leather cutting room which carries baskets of leather pieces along a 500 foot line. Operator has removed basket from hook at bottom of the loop in conveyor. The basket at the right, suspended on a longer hook, will come off the line on automatic belt moving at higher speed.

**Lower left:** Baskets hanging on longer hooks are taken off by automatic belt moving at higher speed than chain conveyor. The chain conveyor will be automatically stopped if the belt removal conveyor should become overloaded.

**Lower right:** Rack trucks each carrying 24 pairs of shoes in various stages of assembly, are used throughout the plant to convey shoes from point to point and to preserve the identity of pairs in process.



and lacked the long northern exposure to good light for cutting and finishing operations. The rectangle was discarded as producing too much floor area lacking daylight. The final "U" shape erected produced the proper relation between light, perimeter for work flow, and floor space, with no interior waste space and good cross ventilation.

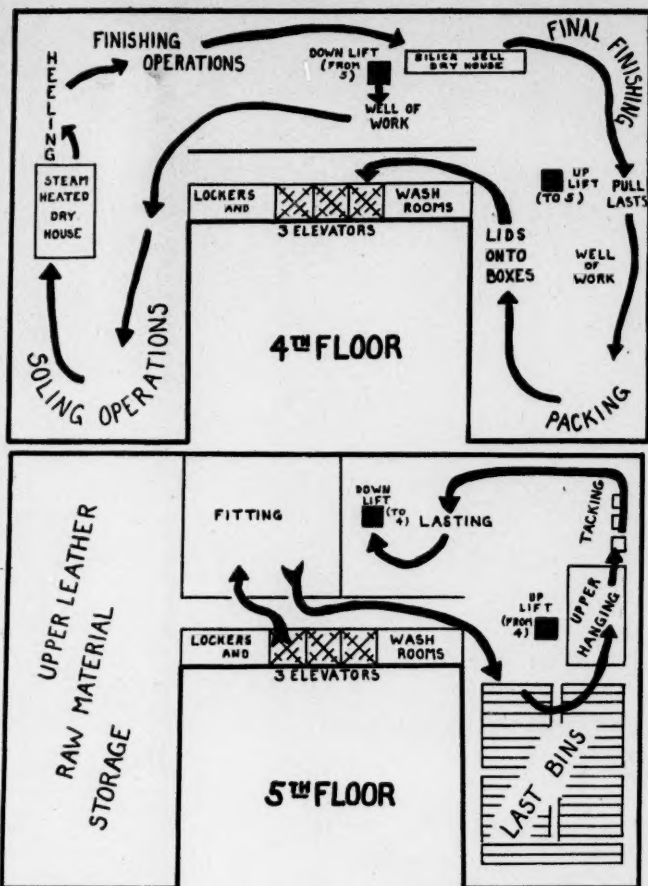
Looking more like an office building than a manufacturing plant, the result is a 6-floor structure with 310,000 feet of floor space, a covered loading dock in the basement, and an almost classic "gravity flow" of work from the top floor downward through the two plants the building houses. Leather is cut on the top floor, and leather and partly completed shoes move down by lift and elevator, finally reaching the stock room in the basement.

The savings in time and labor resulting from the use of materials handling equipment in shoe manufacturing is enormous. When the new Florsheim plant was constructed in Chicago, the aim was to create not just an exceptionally fine looking plant with every attention to lighting, ventilating and other comfort features, but a plant that would give employees every modern convenience for work simplification and efficient production flow.

How the Florsheim organization achieved its goal is told in the accompanying article. With the leather and shoe industry launched upon a long-range program of technological study for the broad-scale improvement of production facilities, and with leather and shoe manufacturers everywhere asking questions about materials handling equipment, the Florsheim article with its illustrations and flow chart is especially timely.

Brought together on the 6th floor, and linked by an inter-floor lift with the company's leather stock room in the west wing of the 5th floor, are the cutting and skiving operations for all five Florsheim Company men's shoe plants. The theoretical capacity is 12,000 pairs daily—uppers, linings, tongues, and other accessories completed in the pre-fitting operation. Most of the 300 or so employees on the 6th floor are engaged in these cutting and skiving operations. A smaller group is in the modern and spacious pattern department occupying approximately 2,500 square feet in the east wing. Here the highly

(Continued on Page 42)



The accompanying diagrams of the flow of work through one of the two plants housed in the new Florsheim building in Chicago show schematically how the work follows the periphery of the building, allowing good daylight for nearly all tasks and eliminating backtracking and cross handling almost completely.

While several detailed manufacturing operations have been omitted for the sake of clarity, the basic steps from last to shoe box are included. Upper leathers cut on the sixth floor are brought down to the Fitting Department on the fifth floor. From there they go to the upper hanging operation, where they are put on lasts from the last bins in the east wing, hung on racks on rack trucks, and started on their way through the manufacturing process.

Following around the outer edge of the floor, they go through tacking, insole, pullover, bed lasting, heel seat lasting, and other operations necessary at this stage, coming together in a "well of work" by the down lift near the center of the building. This lift carries the racks of uppers and lasts down to the fourth floor.

On the fourth floor they move over to the west wing, receiving soles and insoles, go through a steam heated dry house to remove excess moisture from the sole leather, have heels put on, and receive some finishing operations. Moving back across the north side of the building, the shoes pass through a silica jell dry house which removes any remaining moisture from the soles, after which the shoes receive final finishing operations. At this stage the lasts are removed and sent back up to the fifth floor on the lift adjacent to the last bin area.



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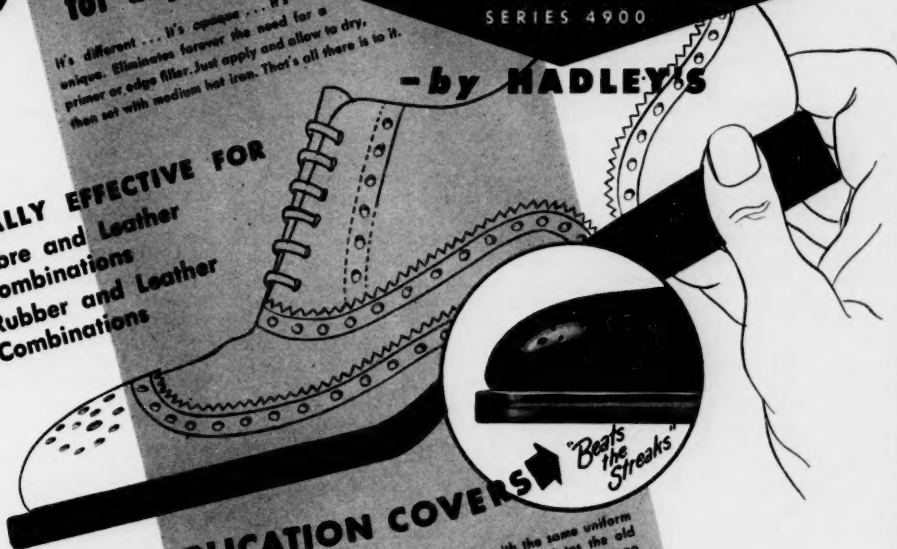
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# Argentina's Quebracho Industry

*Its resources dwindling—but still supply for 150 years*

By John F. MacDonald\*

Bureau of Foreign and Domestic Commerce

U. S. Dept. of Commerce

ARGENTINA is the main source of quebracho extract used in the tanning of leather. It is produced from the heartwood of the quebracho tree, which originally covered an area of 170,000 square kilometers in the northern part of Argentina. Available quantities, in terms of heartwood, are calculated as approximately 10 metric tons per hectare (1,000 metric tons per square kilometer). The total amount of quebracho wood originally found in Argentina, therefore, may be calculated at about 170,000,000 tons. By subtracting the estimated amount exploited to date (roughly 65,000,000 tons) from the original resources leaves 105,000,000 tons as representing the total remaining quebracho resources in Argentina.

## U. S. Chief Market

At the present rate of exploitation (about 1,800,000 tons annually), Argentina's resources should last about 50 or 60 years. Should quebracho exploitation be restricted to use for the manufacture of extract only, the resources might last for 175 years. During the years 1936-48 the production of quebracho extract averaged 200,000 metric tons annually, of which 180,000 tons were exported and 20,000 tons consumed locally. During this period the United States was the chief market.

Quebracho forests are situated in the northern part of Argentina. The trees do not form one continuous stand but are scattered throughout the forest in isolated clumps and

best specimens grow on islands in sandy loam near running water.

There are several species of the quebracho tree, the colorado (red) as distinguished from the quebracho blanco (white) the latter not being used for extract production. One of the red species is the Chaqueno which grows in the eastern part of the quebracho zone and until recently was the only species from which tannin was extracted. The other is the Santiagueno which covers the western part of the quebracho zone. The Chaqueno species is richer in tannin, containing 20 to 22 percent compared with 15 to 18 percent from the Santiagueno species. The yield from the heartwood of the first-named species is 32 to 33 percent by weight and the extract contains about 70 percent tannin. The Santiagueno species yields 24 to 26 percent extract. Because of the exhaustion of the readily available Chaqueno species, many of the extract factories are now mixing the two. The mixture consists of 87 percent of the Chaqueno, and 13 percent of the Santiagueno species.

The bark and the sapwood layers of the quebracho tree contain relatively little tannin and are removed from the trees prior to shipment. For trees which measure a foot and a half in diameter, the bark and sapwood represent 10 percent of the volume of the tree, and for smaller trees one foot in diameter, 25 percent.

A well-known characteristic of quebracho wood is its hardness and compactness. Another characteristic is the extraordinarily slow growth of average about 13 to the hectare. The

tree. The tree reaches full growth at the age of about 250 years. However, most of the trees of that age are diseased to such an extent that their value as a source of tannin is greatly reduced. The optimum age for exploitation is estimated to be between 150 to 170 years, at which time losses through disease are less extensive. It is not economical to utilize relatively young trees as it has been found that trees 62 years old yielded only 14.5 percent of heartwood from which the tannin is extracted. Trees 176 years old averaged 44.3 percent heartwood.

## Other Tannin Sources

The Chaco region contains several kinds of trees, in addition to the true quebracho, which, while containing less tannin, are utilized to some extent for their tannin and may some day serve as a partial substitute for the quebracho tree. One of these is the urunday tree which is similar to the quebracho in appearance and general characteristics. However, the heartwood contains 13 to 16 percent of tannin, as compared with 20-22 percent for the quebracho Chaqueno, and 15 to 18 percent for the Santiagueno. Whereas the quebracho tree reproduces only by seeds and under ideal conditions, the urunday reproduces readily through shoots. Reforestation therefore, if attempted, would be much easier. Urunday grows only in the eastern half of the territories of the Chaco and Formosa. Because of their extreme hardness, toughness, and consequent high timber value, these trees have been depleted to a large extent.

(Continued on Page 46)

\*Based on reports by E. V. Harris and S. H. Young, U. S. Embassy, Buenos Aires.





## GOOD COMPANIONS

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Here are three companion dyes to produce a range of browns and tans on either grain or suede leathers. They work very well alone or in combination to produce shades from yellow-browns to red-browns or tans.

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Your Calco representative is a trained and experienced leather colorist. He will be happy to demonstrate, in your own plant, the excellent working properties of these and other dyes in the complete Calco line—to your profit.

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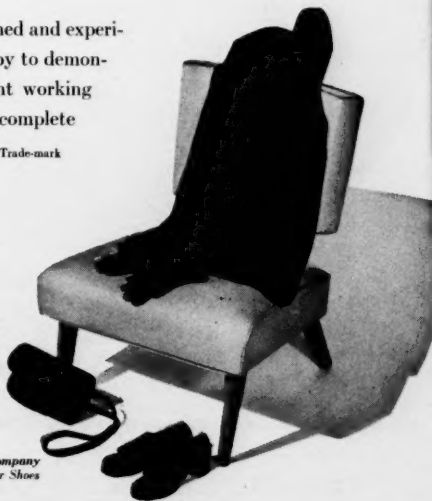


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*Jacket courtesy of Rogers Peet Company  
 British Walker Shoes*







# rhythm steps

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The leather? Mellow, easy-to-work Colonial Velka,  
of course! Write for color samples today.

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REPORT  
TO THE  
INDUSTRY

# SOME FACTS ABOUT NYLON THREAD

The most important is resistance to abrasion. Nylon's abrasion resistance is greater than that of any other known fiber, synthetic or natural. Nylon thread has good elasticity and good recovery from stretching. It is unusually strong, either wet or dry (nylon loses only 10-20% of its strength when wet). Nylon thread absorbs very little moisture and dries rapidly. It has good resistance to mildew, mold and insects.

Research indicates that it does not. Puckering appears to be the result of yarn distortion created during the sewing of woven nylon materials. This distortion can be minimized by the use of proper thread, machine fittings, needles and speed as well as proper handling of the work by the operator.

Because it has been found that no one type of nylon thread is satisfactory under all conditions in every shop. Manufacturers use different types of machines, work with different weights and constructions of material, have varying shop operations and procedures. The American Thread Company, as a result, manufactures four basic types of nylon thread to meet the demands of these varying manufacturing conditions—conventional nylon thread, nylon thread which is stretched and heat set to control elongation, high twist nylon thread bonded by a nylon bonding agent and low twist nylon thread bonded by a nylon bonding agent. To help you choose the type of nylon thread best suited to your needs, The American Thread Company has made available its Seam Engineering Program and its Field Representatives.



THE AMERICAN  
Thread

COMPANY • 260 WEST BROADWAY, N. Y.

PHILADELPHIA • BOSTON  
DALLAS • LOS ANGELES • ST. LOUIS  
SAN FRANCISCO • CHICAGO

SEAM ENGINEERING

Seam Engineering is an individualized service performed in the laboratories of The American Thread Company. It provides manufacturers

with recommended thread size, recommended thread quality, recommended thread combinations, recommended stitches per inch.



# NEW DEVELOPMENTS

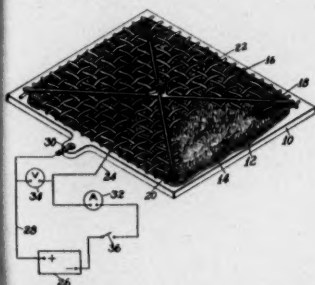
## What industrial science is doing to improve the job

### DEHAIRING OF HIDES

This invention pertains to improvements in methods for dehairing hides and skins by the use of liquid chemical agents.

This process can be used not only on wet fresh stock but also on salted hides and skins which have been wet back to such an extent that the electrolytic content has been reduced and approximates that of fresh stock.

One of the objects of this apparatus is to increase the speed of the dehairing operation and another which leaves no appreciable harmful effects with the quality of the hides and the removed hair.



With these ends in view, a limited quantity of a dehairing solution of an electrolytic nature is used, not as a bath for submerging the hides, but merely as an agent for wetting the hair to be removed. An electric current is then passed through the stock, the hair of which is thus treated and the passage is preferably from the flesh side to the hair side. As a consequence, the hair is loosened and may be easily scraped off without appreciable injury to either the hair or hide.

In the drawing, the figure is a diagrammatic and perspective view of one form of apparatus suitable for carrying out the method, part of the apparatus being broken away to show the hide being treated.

A perforated plate, spaced bars or

some other form of contact means may be utilized although it is essential that whatever form electrode is used upon the hair side of the work piece, such electrode should be vented to permit gases to emanate.

The preferred material for the electrodes is aluminum as no stains are produced upon the hides and skins when it is used. However, other materials may be used for electrodes when stains are unobjectionable for certain uses of leather produced from the dehaired hides and skins.

Source: Pat. No. 2,523,486; United Shoe Machinery Corp., Boston.

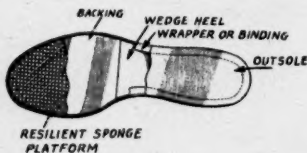
### CUSHION PLATFORM

This is a moulded sponge rubber platform material which features a special waffle design, as shown.

This design offers a light, resilient platform material not found in other platform compositions.

The sponge rubber, with a waffle design on one side, is placed facing the sole. The other side is plain, and backed with chipboard or suitable material.

If the outsole could be vulcanized



to the sponge rubber, or satisfactory sole-attaching pressure, special cements and lasting problems involved could be considered, this platform construction would be quite practicable.

Source: Pat. No. 2,546,296; W. Braun, Los Angeles, Cal.

### VENTILATING INSOLE

This is a moulded rubber innersole composed of lateral ribs, air ducts and check valves.

All air circulated through this innersole is obtained and exhausted through a duct of resilient material which is connected to one side of the



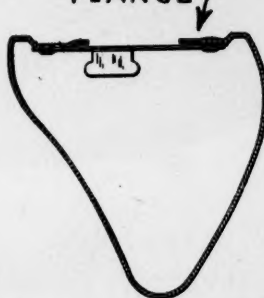
innersole and continues up the back seam of the shoe. The device operates something like a bellows. But it is difficult to see how the air can be drawn in, or exhausted through the air duct in the heel portion of the shoe. No mention is made as to whether this is a slip-in innersole after the shoe is lasted or not.

Source: Pat. No. 2,545,062. P. E. Whittington, Arlington County, Va.

### SHOE FORM

This is an improvement over a previous invention relating to a stiffening flange for a shoe form, as


### FLANGE



shown. The engineering principles involved in the design of this flange enable the shoe form to better hold its true shape.

Source: Pat. No. 2,546,391; Shoe Form Co., Inc., Auburn, N. Y.





# They're all Allergic ...to Vapor

## They just can't take it!

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers.

Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

# Beckwith



*Eliminate Vibration--  
Cut Abrasive Costs...*

WITH THESE  
**NEW USMC  
HEEL SCOURING  
MACHINES!**

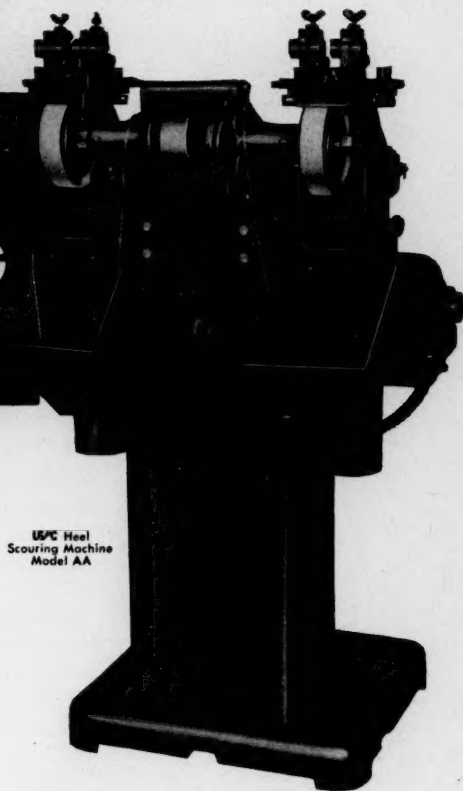
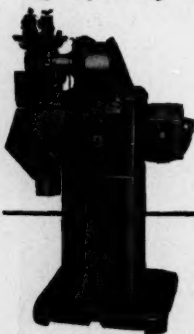
**Plus 5 Other Advantages:**

- Increased Production Potential — Up to 25%
- Upper Damage Prevented
- Reduced Operator Effort
- Improved Dust Collection
- Better Quality Work

Model AA users get up to 30% more life from scouring abrasives . . . no vibration to show up as chatter marks on the work . . . damage to uppers can be prevented by new yielding counter guard. These are major advantages of the new **USMC HEEL SCOURING MACHINE — MODEL AA** which will improve production and cut your costs. Furthermore, the machine's operation can be more exactly suited to the conditions of the work because *each wheel can be operated independently and at different speeds.*

The Model A, a single wheel machine, serves the trend among many manufacturers who feel scouring quality is improved by putting first and second scourings on a *separate station* basis. In construction features, quality of work performed and opportunity for savings, this machine offers the advantages of the Model AA.

USMC Heel Scouring Machine Model A



USMC Heel  
Scouring Machine  
Model AA

Both Machines have ball bearings throughout, providing long lasting, super smooth operation. Wheels stay true and this smoothness is reflected in the work.

Wheel speed variations permit maximum effectiveness for the grit and work in use — another assurance of longer abrasive life and better quality.

Operator fatigue is reduced because the shoe can be held to the wheel without pressure. Operators like these machines because of the ease of operation, the increased production and particularly, the improved dust removal.

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS





**Government subsidies on off-shore hides and skins now definitely in the works** despite denials from official and trade sources. Even though initial meeting of NPA Leather Division and Hides and Skins Export and Import Industry Advisory Committee (July 24 in Washington) is tabbed only a "feeler" in subsidies program, point is that Government has now officially recognized the problem.

**Plenty of fireworks in the offing before subsidies program adopted.** With both domestic and foreign rawstock prices softening, much of trade is against it. Hide brokers, importers, etc., unanimous in condemning such a step at present, point to more favorable price situation and fact that U. S. imports of most types hides and skins are already higher than for comparable 1950 period.

**Hide men feel** that, short of war, Government subsidies can only serve to boost foreign markets, cost taxpayers (tanners and shoe manufacturers included) more in long run. Unless military program is greatly intensified, supply of hides and skins adequate to handle all needs here, they say. Subsidies can serve no useful purpose.

**Some hide men afraid Government has already knuckled under to various pressures,** will offer subsidies program at short meeting as "accomplished fact," ask advisory committee and trade delegates only for help in carrying out program. This is highly unlikely since NPA Leather Chief, Julius Schnitzer, understands fully problems of hide and leather industry. Likelihood is that subsidies will be discussed, possible plans formulated for whenever needed, and then entire program laid away in mothballs against future contingencies. However, all eyes will be on Tuesday meeting just in case.

**United Shoe Workers of America, CIO, Joint Council 13, in New York unworried over recent action by National Labor Relations Board** in wiping out some 27 decisions against employers—the aftermath of Supreme Court ruling that NLRB has no power to consider complaints of any CIO unions because of earlier failure of high-ranking CIO officials to sign non-Communist oaths on time. All 27 cases occurred in two-year period CIO president Phil Murray and other officials fought oath before signing in Dec., 1949.

**Reason Isadore Rosenberg, left-wing leader of Joint Council 13, is unworried** is fact he has always been able to settle disputes with shoe manufacturers by informal conferences. Thus Rosenberg, who has never signed non-Commie oath himself, is not affected by delay in signing by other union officials. Had any New York shoe manufacturer ever appealed to NLRB to settle dispute with union, adverse decision would have been thrown out along with other 27 because of Rosenberg's unwillingness to swear that he is not a Communist.

**Much confusion over Controlled Materials Plan still plaguing shoe supplies manufacturers.** One of most prevalent misconceptions is that CMP is intended to increase supply of steel, copper and aluminum for all industries. CMP officials explain now idea is plan is aimed primarily at providing fair distribution of *all existing supplies* to all essential industries in order of importance. CMP itself cannot increase supply of steel, copper and aluminum. Truth is total demand for these metals is now fully 35% greater than available supply.

**Combat boots with nylon uppers and ventilated insoles** among several newly designed items of desert clothing soon to be tested at Yuma, Arizona, proving grounds by detachment of Army officers and men from Fort Lee, Va. Other items on testing agenda include cotton jackets, trousers and headcloths.

**Average weekly earnings of leather shoe workers** again eased off in April to \$43.74 after holding fairly steady at \$46.99 in Feb. and \$46.56 in March. Decrease due primarily to decline in average work week, which fell from 38.8 hours in Feb. to 38.1 in March and 35.5 in April. Average hourly wage rate actually rose from \$1.211 in Feb. to \$1.222 in March and \$1.232 in April.

**Anyone interested in arranging licensing agreement with overseas concerns on tanning machinery** should contact ECA Small Business Office immediately. ECA has just completed survey of all foreign firms interested in such arrangements with U. S. firms, published pamphlet giving names of interested companies and details. Write ECA, Office of Small Business, 806 Connecticut Ave., N.W., Washington 25, D. C.



# HIDE MEN BALK AT SUBSIDIES PLAN

## NPA CALLS TRADE MEETING FOR JULY 24

### *Industry Fears Boost In Foreign Prices*

News that the Government was officially considering taking over the buying of off-shore hides and skins struck the industry like a bombshell this week.

After months of an official blackout on the subject of hide subsidies, the National Production Authority announced formation of the Hides and Skins Export and Import Industry Advisory Committee, called its first meeting for July 24 in Washington.

Julius G. Schnitzer, chief of NPA's Leather Division, disclosed that the meeting would cover, among other subjects, that of purchase of foreign hides and skins by the Government. Also on the agenda is a review of the entire rawstock allocations plan, OPA Order M-35, as it affects domestic, Canadian and other foreign tanners.

Although NPA officials insisted over the week that the session would be only a "feeler" to determine if the Government should take over buying of foreign hides and skins, the trade was up in arms. Hide and skin brokers, dealers and importer-exporters were almost unanimous in stating that subsidies were "unnecessary and impractical" at the moment.

Trade officials pointed out that Government buying in world markets would only serve to bolster presently softening prices. This in turn would prove costly to U. S. taxpayers who must support subsidies and also to tanners, in the long run. Domestic hide and skin prices, they added, are also in a period of downward adjustment.

Another factor rendering subsidies unnecessary, according to Allan Hodges of J. C. Hodges & Co., Boston hide broker, is the increasing number of hide and skin arrivals from overseas. Imports of most types of hides and skins are already greater than for the same period of 1950.

The Boston Hide and Skin Brokers Association has gone on record as opposing hide subsidies at this time. The National Association of Importers and Exporters of Hides and Skins is also opposed and has wired NPA officials to postpone action until members can "present their views." The National Hide Association, which will

also have representatives at the July 24 meeting, is reported to have prepared a protest.

Many hide men, hearing that the meeting would be short, expressed fear that the Government had already worked out its subsidies program and was planning to present it before the meeting.

Although the Industry Advisory Committee will comprise 11 members appointed by NPA, names of actual members were not yet confirmed by the week-end. Various trade organizations will also have representatives at the meeting.

Some Washington observers were of the opinion that the Government was ready to put through its hide subsidies plan, providing Congress extends the Section 303 authority provided by the Defense Production Act. Some talk has been heard of a goal of \$25 million to be spent on hides and skins during the first year of subsidies.

Tanners, as a whole, were not in favor of subsidies at this time, although they might possibly benefit at short range. Most tanners were more concerned with selling their leather at a favorable price today rather than with rawstock prices and supplies.

One leading tanner said he has been buying foreign hides recently at considerably lower prices than he would have had to pay earlier this year. Some tanners, he said, have even offered to resell imported hides at a loss.

Most recent Tanners' Council figures show that hide imports for the year to date have passed well over the million mark. In 1950, they totaled 2,900,000 hides for the entire year. Hide men say this total will be equalled at least in 1951.

### **Pollard Takes Over Trask Boston Office**

The business established in Boston and conducted for the past three and one-half years by William Pollard as the Arthur C. Trask & Sons Corp., at 41 Tremont St., has been taken over by Pollard as sole proprietor, commencing July 14. New offices will be at 127 Tremont St., Boston 8.

The new firm will carry a full line of liquid and powdered tanning extracts, Chestnut Sulphite cellulose extracts, blended extracts, Red Oil and Stearic Acid and gums. Stock will be carried in the firm's Peabody warehouse.

## NEW ENGLAND SHOE OUTPUT HOLDING OWN

### *Shipments Up 18% In First Four Months*

Total shoe production in the New England states of Massachusetts, Maine and New Hampshire during the first four months of 1951 amounted to 55,041,000 pairs or 32 percent of the total output for the entire country, according to an analysis released this week by Maxwell Field, executive vice president of the New England Shoe and Leather Association.

Field pointed out that New England shoe factories produced and shipped more shoes than plants in any other region during the period.

Total shipments from Jan. through April 1951 equalled 55,063,000 pairs valued at \$220,069,000, a gain of 16 percent over the comparable 1950 period and an average factory value of \$4.00 per pair.

Massachusetts has a total output of 28,003,000 pairs, down five percent from the first four months a year ago, with shipments valued at \$118,547,000. New Hampshire also showed a decline with an output of 13,492,000 pairs of eight percent less than a year ago, with 1951 shipments valued at \$55,552,000.

Maine was the only state to show a gain over last year with an output of 12,069,000 pairs, up 11 percent over last year, and with shipments valued at \$42,840,000.

### **Military Outlines Rubber Shoe Needs**

Current Army-Navy procurement needs for rubber footwear along with various developmental projects were discussed in New York July 17 when members of the Rubber Footwear Division of the Quartermaster Association's Leather and Footwear Industrial Group and officials of the New York Quartermaster Procurement Agency met.

Procurement officials spoke on "The Present Procurement Status of Rubber Footwear" and "Industrial Mobilization Planning for Rubber Footwear." In addition, a member of the Supply Division, Office of The Quartermaster General, spoke on "Procurement Problems of the New Rubber Insulated Boot."



## SHOE GROUP HITS INDUSTRY PESSIMISM

### *Says Sales, Output On Par With 1950*

Despite continuing reports of declining sales, piled-up inventories, and generally curtailed operations throughout the shoe industry, the National Shoe Manufacturers' Association this week again took the industry to task for "over-caution and pessimism."

The Association characterized the source of alleged excess inventories which are claimed to be holding up buying and creating a "mental depression" in the shoe industry as "a deep mystery."

"It is well known that when shoe people make up their individual and collective minds to prove that business is bad, they usually can marshal sufficient fancy and fact to support that position. An examination of production and sales to the extent that they are known since the first of the year, however, would indicate that the shoe business is going along just about the way it should be expected to go and that we are not suffering a boom nor a recession."

"Actually, shoe production for the first four months of 1951 showed an increase of slightly more than 5 million pairs, which is approximately the increased amount of military shoes produced. According to the Tanners' Council estimate for May and June, production in these months was approximately equivalent to May and June of last year, which means that after deducting increased military production for May and June, and taking into account the above comparison for the first 4 months, it would appear that we actually produced in the first half of 1951 slightly less civilian shoes than were produced in first half of 1950."

"If we have produced no more civilian shoes than last year, in order for inventories to have increased, obviously sales should have declined. Available figures on retail sales, however, do not indicate any appreciable reduction in pair sales. Six major shoe chains report an increase in dollars for the first 6 months, of approximately 9%. The Department of Commerce Survey of Retail Business for May, which covers a sample of both chains and independents, also shows an increase of approximately 9% for the first 5 months."

"It would appear to us that the crux of the problem lies in the tendency to await the outcome of inter-

national developments, control legislation, and the general business outlook for fall. Caution at a time like this cannot be condemned, but over-caution and pessimism would not appear to be justified. We should not lose sight of the fact that the public historically has supported a stable per capita consumption of footwear, and has generally ignored the internal ups and downs of the industry."

## HANOVER BIDS LOW ON NAVY OXFORDS

Hanover Shoe Inc., Hanover, Pa., was low bidder at the opening of Navy Invitation No. 9240, calling for 296,676 pairs of black oxfords.

Under item 2 — 20,010 pairs of brown oxfords — Doyle Shoe Co., Brockton, Mass., was low bidder at \$6.44 and \$6.56 for the entire quantity. There were twenty-seven bidders in all. Following are low bids: Bates Shoe Co., Webster, Mass.; 1) 35,000 prs. at \$6.78; 60 days acceptance, net.

J. F. McElwain Co., Nashua, N. H.; 1) 148,338 prs. at \$6.485; 148,338 prs., \$6.635; or total quantity at \$6.56; 2) total quantity at \$6.77; 30 days acceptance, net.

Endicott-Johnson Corp., Endicott, N. Y.; 1) total quantity at \$6.64; 2) total quantity at \$6.715; 10 days acceptance, net.

Howard & Foster Inc., Brockton, Mass.; 1) 30,000 prs., \$6.79; or 2) total at \$6.89; Note: total award not to exceed 30,010 prs.; 60 days acceptance, 1/10 of 1% in 10 days.

H. C. Godman Co., Columbus, O.; 1) 75,000 prs., \$6.87; or 55,000 prs., \$6.87; 2) total quantity at \$6.91; 10 days acceptance.

Curtis Shoe Co., Marlboro, Mass.; 1) 75,000 prs., \$6.72; 2) total quantity, \$6.90; 60 days acceptance, net.

Doyle Shoe Co., Brockton, Mass.; 1) 20,000 prs. each at \$6.44, \$6.48, and \$6.63; 10,000 prs. at \$6.69; 2) 15,010 prs., \$6.44, 5,000 prs., \$6.56; 30 days acceptance, 1/10 of 1% in 30 days.

Craddock-Terry Shoe Corp., Lynchburg, Va.; 1) 25,000 prs., \$6.81; 15,000 prs., \$6.96; five days acceptance, 1/10 of 1% in 30 days.

Freeman Shoe Corp., Beloit, Wis.; 1) 200,000 prs., \$6.5875; 60 days acceptance, net.

Hubbard Shoe Co., Rochester, N. H.; 1) 36,000 prs., \$6.69; 15 days acceptance, 1/10 of 1% in 10 days.

Hanover Shoe Co., Hanover, Pa.; 1) 60,000 prs., \$6.27; or 120,000 prs., \$6.35; or 130,000 prs., \$6.45; Note: maximum award 130,000 prs.; 30 days acceptance, net.

## HIDE SALES TO CANADA REQUIRE NPA PERMITS

### *Deliveries Are Subject To Order M-35*

U. S. sellers of cattle hides, kips and calf skins to Canadian buyers must make certain the Canadian buyer has necessary authorization from the National Production Authority to make the purchase, NPA has warned the hide industry.

Officials declared deliveries of untanned domestic cattle hides, kips and calf skins to Canadian buyers are subject to provisions of NPA Order M-35, which regulates the sale of such hides and skins while setting up monthly allocations.

NPA stressed the necessity of all such sales to Canada having received prior authority. The order expressly forbids sale or delivery of such hides to Canada without NPA authorization.

One specific exception, NPA officials pointed out, is delivery of hides or skins between one domestic collector or producer and another domestic collector for resale within the U. S. This, however, does not apply in the case of deliveries to Canadian purchasers.

### *Keith To Revise Women's Shoe Lines*

Geo. E. Keith Co., Brockton manufacturer of Walk-Over men's and women's shoes, is planning "drastic" changes in its women's shoe program, according to Jean R. Keith, vice president.

The company announced price reductions last week on its men's shoe lines, including in-stock merchandise, but did not foresee any reductions in its women's lines. Price cuts were 50 cents per pair on Keith Highlanders, custom grade, and Balance-in-Motion lines, and 40 cents per pair on all men's Walk-Over lines, effective on shipments July 16.

In a prepared statement released this week, Keith said, "Conditions in the shoe industry have made it necessary and wise that we drastically revise our women's shoe program. Steps are now being taken in this direction."

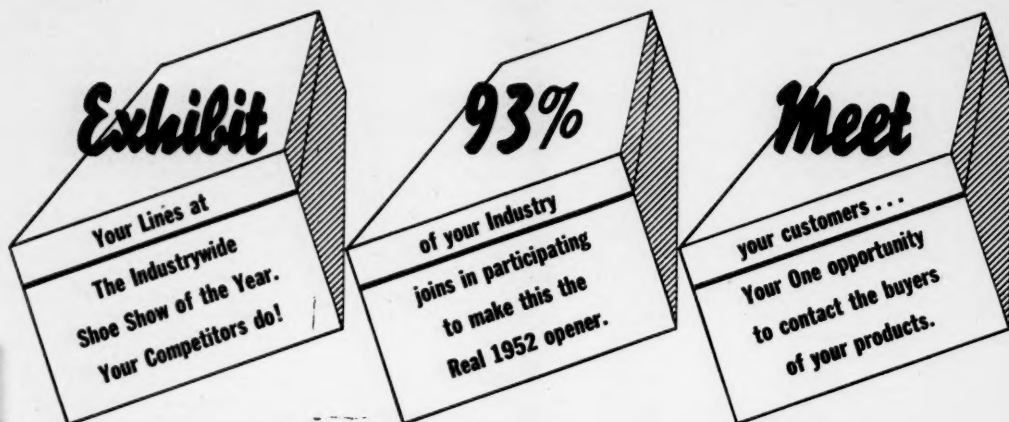
"Walk-Over men's and women's shoes will continue to be made available to retailers, though the method of distribution of the latter to the trade will be radically changed."

"Factories, men's and women's, are operating on regular schedule and with the amount of business already on hand, will so continue for months."



SHOE MANUFACTURERS WHO THINK OF NATIONAL DISTRIBUTION WILL FIND

# BUYERS EVERYWHERE



WHERE THE NATION'S MANUFACTURERS MEET THE NATION'S FOOTWEAR BUYERS

## NATIONAL SHOE FAIR



FOUR PARTICIPATING HOTELS • PALMER HOUSE • MORRISON • STEVENS • CONGRESS

# LARGEST ANYWHERE



## TELL FALL KID SHOE STORY



*Irving Glass, executive vice president of the Tanners' Council, and Miss Charline Osgood, director of the Kid Leather Guild, talk over the fall 1951 kid shoe outlook. Glass was guest speaker at a meeting of 100 out-of-town fashion editors at a recent luncheon sponsored by the Kid Leather Guild. New shoe styles in kid leather from leading manufacturers were displayed with matching handbags and belts. Miss Osgood described the Guild's new consumer education program on kid leathers which will be distributed to leading U. S. women's clubs. The program will cover shoe manufacturing processes, health and care of the feet, and a fashion summary with hints for proper shoe buying.*

## Diamond Alkali Sales Show Big Gain

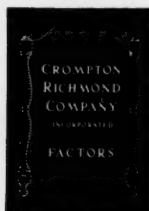
Net sales of Diamond Alkali Co., chemical producer, rose to \$38,959,467 in the six months' period ended June 30, 1951, an increase of over \$10 million above the \$27,679,744 reported for the same period in 1950.

In an interim report to stockholders, president Raymond F. Evans stated that net income after provisions for Federal income and excess profits taxes was \$3,726,726, equal to \$3.43 per common share of 1,086,854 shares. This compares with net earnings of \$2,297,646 or \$2.11 per common share for the 1950 period, after restating Federal income taxes to the average rate for the year.

"While the results for the first half of 1951 are most gratifying," Evans said, "there is indication that demand has eased somewhat during recent weeks and therefore prospects are uncertain for a continuation at this high level through the third quarter."

• Directors of U. S. Leather Co. have called a special meeting of stockholders to be held at 11:00 a.m., Aug. 14, in New York. The meeting was originally scheduled for July 9.

## IN AN EXPANDING ECONOMY...



When certain prime goods are hard to get, the lure of cash is a miraculous factor. It enables you to get critical merchandise before you are priced out of your market.

You can always hold out the lure of cash if you use the Crompton-Richmond Factoring Service. It means ready cash for receivables as fast as you ship the goods.

The buyer with a ready bankroll doesn't get pushed around. His money is as good as the best, as long as he can pay cash on the barrel head; and we see that he does — by converting his receivables into "cash in the bank."

*The Human Factor*

**CROMPTON-RICHMOND CO., INC.**

1071 Avenue of the Americas, New York 18, N. Y.



## NEW METHOD REMOVES GREASE FROM LEATHER

### Standards Bureau Reveals Technique

A shorter and simpler method for removing oil and grease from leather has been announced by two scientists of the National Bureau of Standards.

E. W. Zimmerman and Eleanor Pangborn of the Bureau have developed an improved technique based on methods used for many years in rubber extraction. By using a specially designed metal thimble to increase the efficiency of extraction, they have made it possible to determine grease content on one to three gram specimens in relatively short time without sacrificing the accuracy of a 10-gram specimen.

Details of the new method are described in an article written by the two scientists which appears in the June 1951 issue of the *Journal of the American Leather Chemists Association*. Use of smaller samples reduces the time required for extraction of grease and oil from leather from five to eight or more hours to about two hours.

In studies of the new method made

at the Bureau of Standards, four different leathers and two solvents were used. Data was obtained on extraction time, effect of specimen size, day-to-day variation, and precision for specimens ranging in size from one to 10 grams.

It was found that 99 percent of the extractable grease and oil can be removed from a five-gram specimen during a two-hour period with rubber extraction equipment and the special thimble. Most of the remainder is removed during the third hour. However, a three-gram specimen is recommended as providing sufficient accuracy for most analyses.

### SEEK TAILORED ORDER FOR SHEEPSKINS

When a method of pricing is developed on lambs and sheepskins, it should bear a relationship to bovine hides which are priced under CPR 2, Rev. 1, the Office of Price Stabilization was told last week by the Pickled Sheepskin Industry Advisory Committee.

At a meeting in Washington, members of this committee were assured by OPS that the views of committee members and of their sub-committee named on Feb. 20 would "be considered" in drafting of a tailored regulation.

The committee meeting was conducted by Lawrence L. Jones, OPS consultant. Also present were Dick-

son S. Stauffer, chief of the leather and fibres branch; Charles Zitnick, head of the hides section; Leonard Kavin, OPS economist; N. E. Kosack, legal staff; and W. R. Thomas, Jr., from the Office of Advisory Committees.

Members of the committee are: Archibald Trull, of A. C. Lawrence Leather Co., Peabody, Mass.; William Gallagher, of Paul Gallagher & Co., Peabody; Michael Flynn, of John Flynn & Sons, Salem, Mass.; Leon J. Roversi, of Tupman Thurlow Co., New York City; George Nubling, of Jones and Naudin, Inc., New York City.

Roger Conant, Jr., of Winslow Bros. and Smith Co., Norwood, Mass.; Howard Johnson, of International Packers Commercial Co., Chicago; H. P. Hayzus of Wilson & Co., Boston; Carl Hibbard, of C. M. Hibbard & Sons, Peabody; Horst Glaeser of M. E. Clarendon & Sons, New York City; and William Schuman, of Hoffman-Stoddard Tanning Co., Chicago.

• North American Cyanamid, Ltd. will expand production facilities for basic chemicals made at plants in Niagara Falls and Welland, Ontario, according to A. O. Williams, vice president. Accelerated civilian and defense demand both in the U. S. and Canada is responsible for the expansion.

### Laub Quality is Famous in Leather Specialties, too!

Strap Sides and Backs  
(Russet and colors)

Skirting Sides and Backs

Back, Bend, Shoulder,  
Belly Splits  
(Vegetable tanned in colors)

Russet and Colored Strap Belles

Double Waistbelt Shoulders  
(Russet and colors)

Steer Harness Leather Sides  
(Russet and black)

Stag Harness Leather Backs  
(Russet and black)

## GEO. LAUB'S SONS

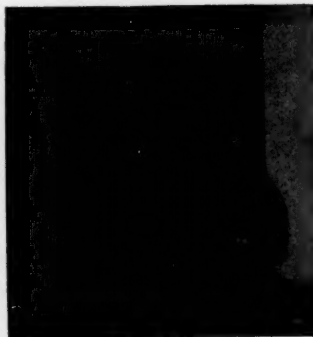
TANNERS SINCE 1846

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PHILADELPHIA: Earl C. Cookman Co.  
ATLANTIC SEABOARD: Carl J. Poinsett  
CHICAGO: Ralph E. Nigg  
OHIO VALLEY: Robert L. Walker  
MIDWEST: Oscar M. Olson  
FAR WEST: Russ White Co.

## POPULAR PRICE "LIBRARY" FASHIONS



Pictured above are two of more than 100 popular price shoe styles for fall and winter which form the nucleus of a permanent "library" of fashion shoes established as part of the Popular Price Shoe Show of America publicity program. The shoes, originally created for last May's PPSSA Fashion Show, are available for loan to fashion shows, press presentations and television shows. "Library" shoes, available in a variety of sizes, have already been utilized for various shows, shoe clinics, etc. The two styles above show (left) a moccasin bootie in "call of the wild" leopard fur fabric, and a ballerina slipper of fluorescent green satin, completely outlined in tassel fringe braid.











NING, AUGUST 24, 1853.

**Sewing Machines.**  
Persons interested in Sewing Machines should not fail to examine JOHN S. SINGER'S new and improved Sewing Machine. For light and heavy work it surpasses all others yet invented. Call and examine them at low prices at the American Sewing Machine Co., 184 Washington Street.

**Strawberries.**  
Strawberry Beds planted here abundantly meet spring orders. A hundred varieties, including from late sorts, recently received. Also, various delicious fruits. Address: C. J. NORTON, Plymouth, Mass.

**Brown's Extract**  
Combined with...

now in great demand for medicinal purposes from the most distinguished physicians and chemists. It is now the most perfect and reliable of all the remedies for the cure of the above diseases. It is prepared from the most pure and selected ingredients, and is of a pleasant and agreeable taste. It is sold by all the leading druggists and chemists. Wholesale and Retail. Address: J. C. BROWN, New York.

**Dr. H. H. Darby**  
Has removed his Office and Medical Hall to corner of Fleet and Main streets, Boston. Telephone 1412.

**Rheumatism.**  
Acute and Chronic, treated with special attention by Dr. H. H. Darby, No. 311 South Street, Boston. Telephone 1412.

**Made to Order.**  
Singer's best adapted sewing machines, made to order, from measurements. Call on J. C. BROWN, No. 311 South Street, Boston. Telephone 1412.



**1851 - THE NEEDS ARE THE SAME - 1951**  
*"...Speedily, and... Well....."*

There are probably any number of ways of describing the basic needs of manufacturers which SINGER\* has tried to meet in building its sewing machines throughout the hundred years it has been in business. But we think Isaac Singer himself put it just about as simply and clearly as it could be put a hundred years ago in the advertisement which is reprinted on this page. The needs haven't changed. Manufacturers today—perhaps more than ever—

want sewing machines which meet the requirements that the work "should be done speedily, and more important it should be done well." The record of SINGER'S extraordinary growth in the industrial sewing field in the last century bears testimony to the success with which SINGER machines have met these requirements. Machines that sew even faster, machines that sew even better will be SINGER'S keynote for the next hundred years.

**100TH ANNIVERSARY AND THE BEGINNING OF THE SECOND CENTURY OF PROGRESS**







## NINE FIRMS SHARE COMBAT BOOT AWARDS

Nine shoe manufacturers have been awarded contracts by the New York Quartermaster Procurement Office on QM-30-280-51-1373 covering a total of 2,100,024 pairs of russet service combat boots for the Army.

Although the Quartermaster did not announce exact pairage awarded, trade sources believed contracts followed bid offers fairly closely. Contract winning bids were as follows:

International Shoe Co., St. Louis, 400,000 pairs at \$9.26; 200,000 pairs at \$9.46; 200,000 pairs at \$9.66; 20 days acceptance.

Brown Shoe Co., St. Louis, 350,000 pairs at \$9.91, 20 days acceptance.

Leonard & Barrows Shoe Co.,

Middleboro, Mass., 60,000 pairs at \$9.89, 20 days acceptance.

J. F. McElwain Co., Nashua, N. H., 240,000 pairs at \$9.79; 240,000 pairs at \$9.84, 60 days acceptance.

General Shoe Corp., Nashville, Tenn., 302,000 pairs at \$9.49; 202,000 pairs at \$9.74, 10 days acceptance.

Joseph F. Corcoran Shoe Co., Inc., Stoughton, Mass., 10,000 pairs at \$9.67; 10,000 pairs at \$9.92, 20 days acceptance.

E. J. Givren Shoe Co., Rockland, Mass., 40,000 pairs at \$9.70, 60 days acceptance.

Knipe Bros., Inc., Ward Hill, Mass., 125,000 pairs at \$9.6545, 60 days acceptance.

John Addison Footwear, Marlboro, Mass., 90,000 pairs at \$9.59, six days acceptance.

## SHOE CHAINS SHOW 8.6 SALES HIKE FOR FIRST SIX MONTHS

Dollar sales of the six major shoe chains during June showed an overall increase of nine percent over the same month last year. For the first six months of 1951, sales were up 8.6 percent over a year ago.

Unit sales for both the month of June and the six months period, based on shoe price increases averaging approximately 10 percent over pre-Korean prices, are estimated as on a par with or below last year.

Results for June alone were widely varied among the six chains with A. S. Beck Shoe Corp. reporting a dollar gain of only 1.2 percent while Shoe Corp. of America was up 15 percent for the period. G. R. Kinney was next highest for the month with a gain of 14.5 percent, Edison Bros. Shoe Stores, Inc. gained 10.4 percent, Miles Shoe Corp. gained 9.5 percent and Melville Shoe Corp. 6.6 percent.

For the six months' period, Shoe Corp. of America reported the larg-

est dollar increase at 17.9 percent, Kinney was up 17.1 percent, Miles 12.9 percent, Beck 6.8 percent, Edison 5.5 percent and Melville two percent.

Analyzing the semi-annual figures, the Tanners' Council pointed out that factory value per pair figures for April 1951, allowing for military footwear prices, were approximately 13-14 percent above April 1950. Thus a gain of nine percent in overall dollar volume in June or 8.6 percent for the six months would indicate smaller pairage volume for both periods.

A survey of retail sales for May made by the Department of Commerce placed overall shoe sales, both chains and independent retail shoe stores, at 7.7 percent greater, dollarwise, than a year ago. Sales for the first five months of 1951 were 9.2 percent for the same period last year.

### SHOE CHAIN SALES ANALYZED

	June		%	1st 6 Months		%
	1951	1950		1951	1950	
(\$1,000)						
Kinney .....	\$3,712	\$3,242	+14.5%	\$17,961	\$15,344	+17.1%
Miles .....	3,086	2,818	+ 9.5	12,370	10,959	+12.9
Edison .....	6,845	6,199	+10.4	37,656	35,697	+ 5.5
Beck .....	5,260	5,197	+ 1.2	23,325	21,832	+ 6.8
Shoe Corp. ...	5,641	4,905	+15.0	24,249	20,567	+17.9
Melville .....	7,823	7,339	+ 6.6	34,367	33,682	+ 2.0
Totals .....	32,367	29,700	+ 9.0	149,928	138,081	+ 8.6

## Women's Oxfords

Aug. 2, 1951—Navy Invitation No. 9263 covering 5,632 pairs women's leather service oxfords. Opening at 10:00 a.m. in New York with delivery to Brooklyn Naval Clothing Depot at 50 percent 60 days after date of contract and remainder 90 days.

## Branded Shoes Choice Of 39% Women

Approximately 39 percent of women and 44 percent of men tend to favor brand names when purchasing shoes, according to the Brand Names Foundation. These figures resulted from a recent survey made for the Foundation by the National Family Opinion, Inc.

Of those preferring brand names, 21 percent of women always bought the same brand shoe and 18 percent took any one of several brands. The remaining 61 percent did not stress brand in purchasing footwear but were influenced by price, fashion, etc.

The survey also indicated that of the 21 percent who always buy the same brand shoe, 17 percent bought manufacturers' national brands while four percent bought store or other brands. Of the 18 percent who bought one of several brands, 13 percent preferred manufacturers' brands while five percent took other brands.

The Brand Names Foundation cited the survey as proof that although 39 percent of U. S. women are brand conscious, fully 30 percent are national brand conscious.

## FOAM RUBBER

Foam Rubber and Sponge Rubber are best for shoe and slipper cushioning. Easily combined with regular platform materials.

## MARKEL PRODUCTS CO.

STAGG 2-1925

892 Lorimer St., Brooklyn 22, N. Y.

We can supply sponge and foam in regular thicknesses. Sheet and roll form. Write for samples and prices.

## SPONGE RUBBER



**DEPENDABLE**

**Uniform  
Quality**

**Memo  
to order...**

- ✓ BENDS
- ✓ SHOULDERS
- ✓ BELLIES
- ✓ CUT STOCK

Also...

Specialty Leathers  
for Belting,  
Textiles, Hydraulics,  
Packing and  
Strap Leathers.



**EBERLE**

**TANNING CO.**

WESTFIELD, PENNA.

## LEATHER MARKETS SPOTTY BUT TANNERS SHOW MORE OPTIMISM

*More Interest in Calf Leathers as Raw Skins  
Reported Firmer*

Side, sole and sheep continue quiet to inactive with prices easier, often confused. More activity in women's weight calf as prices stabilize at lower levels.

### Sole Limited

Boston sole leather tanners report little signs of new trading activity this week. New orders at low ebb and not too many old orders around. Hoped for business from recent military combat boot and oxford openings and awards has not materialized in volume as yet. Tanners say much of this due to fact large shoe manufacturers with own tanneries get bulk of contracts. Civilian business still almost negligible with not enough buying to set trend.

Light bends, of course, do fair enough business and limited supply keeps prices fairly close to ceilings. Better sales reported several cents below top of \$1.08. Medium weights less in demand, bring around 94c or less. Heavies still the weight in tanners' inventories; not much business to report with most sales between 80-84c. Cut soles slow as in recent months.

Tanners in Philadelphia say things are quieter now than they have ever been. There is so little business that one tanner described it as a state of paralysis. Although some of the blame could be laid on vacation season, still previous vacation seasons have never had such lack of activity. Tanners have no price lists and will not quote prices at all. Although there is hope that things will pick up in August, some tanners feel that there is nothing to really base this on; it's just that things can't possibly get worse.

### Sole Offal Easier

Continued easier tone in Boston sole leather offal market with tanners having difficulty in holding even to prices of week ago. This holds true generally down the line except for double rough shoulders which continue to hold almost inexplicably firm. Tanners hate to quote prices on other selections, feel that buyers just shopping around to see how low prices will get before they buy.

Steer bellies quoted at 60-63c but

no sales reported at top level. Cows still at 55-58c with some sales made around 56c. Single shoulders with heads off dull in middle to high 80's for lights. Some sales at 87c. Double rough shoulders held at 97c for heavyweights. Heads and shanks find little interest.

### Calf Better

Calf leather tanners in Boston show more optimism this week due to variety of factors. For one thing, sales have picked up somewhat with promise of more to come. Firming and, in some cases, strengthening of raw skin market helps calf tanners to hold prices better. Most encouraging of all is indication that shoe manufacturers who strayed from calf to kips and sides because of price factor are now returning to fold.

All this is slightly more than hope at moment but the signs of improvement are there. Women's weights begin to move and men's weights, although generally slow, slightly less draggy. Tanners dislike to quote prices but are generally ready to do a little bargaining when necessary. Suede calf still very quiet with suede kid, at least 20c a foot cheaper, still getting the play. However, hopeful shoemen will return to calf in months to come.

Prices well below levels of three weeks ago. Women's weights bring \$1.00 and down on average with higher grades going begging. Men's weights still priced as high as \$1.35 for HM weight but actual sales are made 10-15c below previous levels. Better interest at 80c and down levels.

### Sheep Unchanged

Little change in sheep leather, according to Boston tanners. Business still draggy, rawstock market difficult, and tanners go very slowly in replenishing supplies with leather demand slow. Even in good times good pickled skins hard to find but price factor along with slow leather sales makes situation even more difficult today.

Tanners quote about same prices as in recent weeks. Specialty grade russet linings bring top of 34c with better sales below this. Shoe linings



slow at 25-26c; boot linings little better at 26-30c for heavies. Chrome spotty at 36c and down; colored vegetable linings not very active at 32c and down. Hat sweat slower.

#### Sides Cautious

Not much improvement reported in Boston side leather market this week. Civilian business continues slow; military orders not in as large volume as expected. Tone throughout market still extremely cautious with shoe manufacturers heavily stocked in leather, preferring to wait until market conditions settle before buying again.

Even kip leathers slow down as calf approached more competitive price levels. Some manufacturers are turning back to calf and kip tanners are willing to make further concessions to draw sales. Most kips priced around 80c although prices still too varied to peg accurately. Some sales made in lower 70's.

Side leather continues to show easiness as tanners lower asking prices average of 2-3c; still unable to attract wanted business. Shoe manufacturers still well-stocked, but only for need. Both extremes and large sides duller than ever with tanners continually revising price lists to draw business. Buyers stay out of market until they feel market has stabilized or they have a good buy.

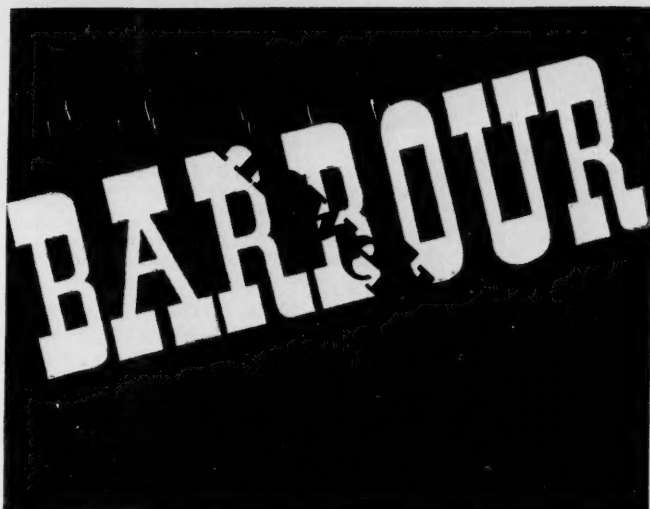
#### Splits Same

No change whatsoever in splits market in Boston. There is enough old business and some new orders to keep tanners fairly busy and hopeful for more sales. Buying trend, however, continues unchanged with best emphasis on heavy suede splits generally priced at 40-49c for both black and colors in heavier weights. Lightweights are 4-5c below this, do not sell as well. Linings not too active at 20-30c with better grades at 26-30. Work shoe moving.

#### Kid Leathers Poor

Kid leather tanners of Philadelphia find business very poor. After a little activity, sales have died down, getting steadily slower. While vacation season may partially explain this condition, many tanners feel that shoe manufacturers are just not buying unless they actually need the leather for immediate use. They will not pile up any inventory.

In glazed and suede, there are so few orders that it is hard to tell trends. Black suede still outsells any thing else. Orders mainly for lower



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John E. Graham, 504 Case Bldg., 82 St. Paul St., Rochester, N. Y.

Industrial Leathers, San Francisco and Los Angeles, California

Al Cox, 367 Green Lane, Philadelphia 28, Pa.

Odell Sales Limited, 920 Ste-Sophie Lane, Montreal, Quebec, Canada

Fred Schenkenberg Co., 603 Wholesale Merchants Bldg., Dallas, Texas

EXPORT: P. C. Fernandez & Cia., 50 Broad Street, Boston, Massachusetts

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# Huch for

genuine shell cordovan — "the platinum of leathers" — for shoes, men's belts, military belts and holsters, and shark print cordovan for tips on children's shoes.

**The Huch Leather Co.**  
1525 W. HOMER STREET • CHICAGO 22, ILLINOIS

KAYE & BARNES, INC. • 93 South Street, Boston FRED SCHENKENBERG • Dallas, Texas  
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COMPLETE BINDING

"The Rotary Way" combines the use of "Rotary" full and semi-coated French Cord Binding with the "Rotary" French Cord Turning machine. Our exclusive coatings, when used with our equipment are guaranteed not to clog machines.

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*Rotary*  
WAY

grades; very little business in higher priced leathers.

Slipper leathers still slow. Slipper manufacturers have not yet started on their orders, and it appears that their season will be later than ever. In linings, a little are moving here and there, but not much. Nothing reported in satin mats or crushed.

As far as prices are concerned, tanners are using their same price lists. However in order to make sales, some concessions are made. Even when bargains are offered, shoe manufacturers won't buy. Although it is said that rawskin prices have eased up somewhat, tanners are buying so little at this time that prices don't mean too much.

### Average Prices

Suede: 40c-95c  
Glazed: 40c-\$1.25  
Linings: 30c-60c  
Slipper: 40c-75c  
Satin mats: 69c-\$1.20  
Crushed: 45c-80c.

### Belting Leathers Static

Belting leather tanners of Philadelphia say that, along with the rest of the leather industry, business is practically at a standstill. Practically nothing is moving—even shoulders, which always managed to find a market when other parts did not. There is a great deal of uncertainty about what is causing the current slump—and because of this tanners feel that they cannot determine just what will happen in the near future. Tanners claim they have withdrawn all prices.

Curriers find their business reflects the bad market conditions. There is practically no activity. Price lists unchanged, but curriers find that in order to do any business at all it is sometimes necessary to go down a couple of cents in some items. This is done only in individual sales.

### AVERAGE CURRIED BELTING PRICE CURRENT IN PHILADELPHIA

Curried Belting	Best Selec.	No. 2	No. 3
Butt bends	1.65-1.70	1.80-1.86	1.95-1.90
12" centers	1.98-2.03	1.85-1.95	1.68-1.85
24"-28" centers	1.90-1.96	1.84-1.88	1.70-1.79
30" centers	1.84-1.92	1.79-1.85	1.73-1.77
Wide sides	1.55-1.62	1.51-1.58	1.44-1.54
Narrow sides	1.45-1.55	1.39-1.51	1.33-1.49

Additional premiums ex. heavy 10c; light 7c; ex. light 14c.

### Glove Leathers Drag

Glove leather business in Fulton County in a bad way. Tanneries are open but a good many are operating with token forces. Glove manufacturers are determined to clean up their inventories. This, coupled with a sub-normal demand for leather gloves, has produced stagnant leather market.



# BLACK HAWK COW AND HORSE SPLITS

In All Colors  
FOR  
WELDERS' EQUIPMENT  
SHOE GUSSETS  
WORK GLOVES  
SOFT SOLE



## BLACKHAWK TANNERS

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Since 1888  
Specialty Leathers  
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Well known Tannages

**KLENZETTE**  
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ORIGINAL  
GENUINE

**Kleenette**

WASHABLE  
LEATHER

This tag attached to shoes  
guaranteed with Kleenette

**A. H. Ross & Sons Co.**  
Chicago 22, Illinois

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Officially, leather prices have not been reduced. Falling raw skin markets, however, will compel reductions in the near future. Pigskins are quoted from \$1.00 down for grey peccaries. A more realistic price would be around 90c for the tops. Other types of leather are in a similar position.

There is some call for hair type suedes in a range of colors. Manufacturers will pay up to 80-85c for a good run.

### TANNING MATERIALS QUIET

Trading generally quiet with no change in quotations of Tanning Materials and Tanning Extracts.

#### Raw Tanning Materials

Divi Divi, shipment, bags	\$108.00
Wattle bark, ton	
"Fair Average"	\$99.00-\$101.50
"Merchantable"	\$95.00-\$ 97.00
Sumac, 25% leaf	\$155.00
Ground	\$150.00
Myrobalans, J is	\$61.50-\$63.00
Crushed \$80.00-\$82.00 J. 2's	\$54.00-\$55.00
R. is	\$61.50-\$63.00
Valonia Cups, 30-32% guaranteed	\$71.00
Valonia Beards	\$90.00-\$92.00
Mangrove Bark, 30% So. Am.	\$58.00
Mangrove Bark, 38% East African	\$81.50

#### Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.00
Barrels, c.i.	4.75
Barrels, l.c.i.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.i.	10.32
Bags, l.c.i.	11.02
Cutchen, solid Borneo, 55% tannin, plus duty	.97%
Gambier Extract, 25% tannin, bbls.	.09%
Hemlock extract, 25% tannin, tk. cars	.0525
f.o.b. works	.0525
Bbls., c.i.	.05%
Oak bark extract, 25% tannin, lb.	.06%
bbls. 4 1/2-6 1/2 tks.	
Quebracho extract	
Solid, ord., basis 63% tannin, c.i.	10-5/16
plus duty	
Solid, clar., basis 64% tannin, c.i.	.11
Liquid, basis 35% tannin, bbls.	
Ground extract	
Wattle bark, extract, solid (plus duty)	.10%
Powdered super spruce, bags, c.i.	.05%
.05%; l.c.i.	.01%
Spruce extract, tks., f.o.b. wks.	
Powdered valonia extract, 63% tannin	10%

#### Tanners' Oils

Castor oil No. 1 C.P. drs. l.c.i.	.37
Sulphonated castor oil, 75%	.33%
Cod Oil, Nfd., loose basis	1.50
Cod, sulphonated, pure 25% moisture	.17%
Cod, sulphonated, 25% added mineral	.16
Cod, sulphonated, 50% added mineral	.15
Linseed oil tks., c.i. zone 1	.234
drums, l.c.i.	.244
Neatsfoot, 30° C.T.	.43
Neatsfoot, 30° C.T.	.41
Neatsfoot, 40° C.T.	.33
Neatsfoot, prime drums, c.i.	.29
l.c.i.	.30
Neatsfoot, sulphonated, 75%	.26
Olive, denatured, drs. gal.	2.75
Waterless Moellon	.20
Artificial Moellon, 25% moisture	.18
Chamois Moellon	.18
Common degrass	.27 1/2-29
Neutral degrass	.21
Sulphonated Tallow, 75%	.18 1/2
Sulphonated Tallow, 50%	.18 1/2
Sponging compound	.14-15
Spit oil	.20
Sulphonated sperm, 25% water	.17
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 180 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

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**LUXOR**

*Calfcolors*

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WASHETTE**  
White and Colors

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GEBHARDT-VOGEL TANNING CO.  
706 W. OREGON ST., MILWAUKEE



## National Glove Week Set October 8-12

The fourth annual observance of National Glove Week will be held during the week of Oct. 8-12, according to James H. Casey, executive secretary of the National Glove Manufacturers Association.

Casey stated that all sections of the glove industry will cooperate during the week "for the promotion of men's, women's and children's gloves of leather, fabrics and wool." Special programs will be broadcast nationally over radio and television while department and other retail stores will feature glove displays. At the same time, a special program will be observed in the Gloversville-Johnstown area.

## Samuel E. Berman

... 62, leather executive, died July 13 in Boston of a heart attack after a short illness. A prominent figure in New England tanning circles, he was head of the Berman Leather Co., Boston sole cutting firm, for many years. Berman began his career in 1903 as a partner with Ellis Gordon in the Gordon & Berman Co. The partnership was dissolved in 1919 and he opened his own business under his name. Survivors include three sons, Ira L., Jeremiah and Lloyd A.; and a daughter, Gilda Kramer of Greenfield, Mass. The business will continue under the sole ownership of Ira L. Berman.

• H. J. Daigneault and M. A. Conner have been appointed vice presidents of the **National Aniline Division, Allied Chemical & Dye**

Corp. of New York City. Both have been associated with National Aniline for over 30 years. Daigneault has been director of domestic sales and will continue to direct sales of dyes, organic chemicals and synthetic detergents. Conner has more recently been assistant to the general manager and will concentrate upon manufacturing activities and long-range planning.

• **Andover Shoe Co.**, Lawrence, which purchased lasts, patterns and dies of the National Shoe Mfg. Co. of Worcester several months ago, reports it has begun production of men's and children's shearing and fleece lined slippers and men's prewelt loafers. Representatives are now calling on the trade with these lines as well as Andover's line of men's Romeos, Everetts and Zipper Oxfords.

## Am-O-Krome

**BELLIES—BENDS—SHOULDERS—FULL GRAIN LINING BELLIES**

by

**AMERICAN OAK CHROME RETAN DIVISION**

(HOWES LEATHER COMPANY, INC.)

Dalton Avenue and Flint Street, Cincinnati 14, Ohio

**VEGELEEN**

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a leather by...

*Greenebaum*

For the over-all demand for deep-toned, aniline finishes on full-bodied combination tannage, our Vegeleen is acclaimed superior.



TANNERIES IN MILWAUKEE AND CHICAGO

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TANNING COMPANY ★**  
CHICAGO MILWAUKEE BOSTON



**CHARMOOZ**

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

**AMALGAMATED LEATHER CO'S. INC.**

WILMINGTON 99, DE.

DELAWARE



# HIDE AND SKIN MARKETS EASIER BUT TRADING QUIET

## Calfskins Reported Firmer But Few Sales Made To Confirm Trend

### Hides Shaky

Easiness still the by-word in hide markets, but to just what extent is difficult to say as long as trading cannot take place. Traders have been cautioned about talking the market too low in view of the possibility of considerable hide loss in the flood areas which would lend some strengthening support to the market.

By sections, big packer market is in firm position. Sellers, while not able to book hides against oncoming permits, have been well sold up on current salting, some sold well into July on the recent permits. Most tanners feel that one week prior to actual validity of permits is sufficient time to line up business.

Military business has boosted the position of shoe manufacturing to some extent, but much more could be done before this market comes into firm to strong position. Generally speaking, leather shoe business is off, and manufacturers have inventories which they will want to work off before doing much manufacturing of new lines.

Easiness of the market more vividly reflected in the small packer market where some offerings of fairly good lots made at slight reductions. Discounts are small, but nevertheless present. Many sellers now selling on Table I basis rather than Table II, which in itself represents a discount.

Indications of easiness also apparent in the fact that better delivery is given for the same price, better hides are offered and in general, the

tanner is getting a better deal from the shipper.

No trading and very little lining up of business against next permits except for those very good quality and light average hides. Tanners want these hides; this type is the really obvious strong point on the list.

Country hides, of course, subject to the biggest point of depression as tanners are taking advantage of their position by looking for these poorer quality offerings at discounts. Buyers have talked the 10% discount allowed under the ceiling regulation, and in addition a 10% discount on top of that, which would put the prices for country hides about 5c under maximum ceilings. Biggest pressure exerted on averages over 50 lbs.; the heavier they get, the more subject they are to low talk.

Lighter average hides or the best quality lots of mostly good take-off locker production are being talked at the 10% ceiling discount with some offerings of mediocre merchandise made there. Very little booked against coming permits.

### Calfskins Firmer

Calfskin market difficult to place because of conflicting judgment of market. Big packer trading, which reversed the position of the market established by a large collector, brought about a renewed feeling of security among traders, including tanners, but subsequent lack of follow-up business was another blow which the trade used as a guide to further confusion. Tanners not in-

terested in lowering level of the calfskin market, but they just can't do any buying. Says one tanner, "It's hard for us to sell leather on a down market and furthermore we can't help to create a depressed rawstock market and sell the lower priced leather when we still have higher priced leather on hand."

Level-minded buyers and sellers point out that tanners are just not interested in rawstock and can't be until demand for leather returns. Price does not necessarily seem to be the factor, but the fact that tanners just cannot take on material until they find market for finished product. Willingness to buy big packer calf at the last levels of 65c and 55c for heavies and lights respectively seems to be implied, as does a steady condition in other calf markets.

Kipskins quiet and rather undefined. Some say market will be around 50c for kip and 45c for overweights, although this is still undefined in actual trading. Not many kipskins available.

### Horsehides Weaker

Market sliding on horsehides, but slowly. Tanners previously talking

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Light native steers	36½	36½	36½	26N
Heavy native steers	33	33	33	23½-24
Ex. light native steers	39	39	39	29
Light native cows	36	37	36	37
Heavy native cows	34	34	34	25
Native bulls	24	24	24	15½-16½
Heavy Texas steers	30	30	30	20
Light Texas steers	34½	34½	34½	24½
Ex. light Texas steers	37	37	37	27½N
Butt branded steers	30	30	30	20
Colorado steers	29½	29½	29½	19½
Branded cows	33	33	33	24
Branded bulls	23	23	23	14½-15½
Packer calfskins	55	-65	70	-80
Packer kipskins	50	-55	60	60

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\$14 for good 70 lb. Northern trimmed horsehides now talking \$13.75 and \$13.50, down to \$12.50 and \$13 for lighter hides of poorer quality. Interest slim, however. Fronts quoted around \$10.50 for good sizes, with smaller sizes quoted at less money. Butts, basis 22 inches and up, salable in a limited way at \$4.25, some talk \$4.00, but it is felt that only smaller butts will be sold at \$4.00.

#### Sheep Pelts Slow

Market on shearlings difficult to define. Talk of a market of \$3.50 for No. 1 shearlings from big packers, 50c less for small packers, but this is not based on trading. Big packers had realized 75c to \$1 more on some sales of good No. 1 shearlings, but buyers are not in that mood. Full wool pelts very quiet.

Genuine spring lambs figured around \$4.00, although some still hold to the idea that market is \$4.25 to \$4.50 per cwt.

With the wool market dropping and rising, but generally lower than it has been in quite some time, there is very restricted interest in pelts and shearlings. Pickled skins strong at ceiling levels which range from \$17.50 to \$20.00 per doz. depending upon sellers.

#### Goatskins Slow

Goatskin market, as other raw-stock markets, quiet with little buying interest. A few sales but little volume. Some 1200 lb. Amritsars reported available for \$11.50 c&f., although sales last week were at \$12.00. Most shippers still ask \$12.50-\$12.75. Southern India market firm with 1.70/1.80 Coconadas held at \$13.50-\$13.75. Tanners show little interest.

No demand for mochas but shippers firm at \$16.00-\$17.00 for genuine Batis and \$14.50-\$15.00 for Bati types. No interest, little business in Mombassas although suspension dried Kenya goatskins last sold at \$10.00-\$11.00.

#### Deerskins Mark Time

Most large buyers either out entirely or else name very low views. Generally, Brazil shippers do not name any prices but request their agents to submit bids. Buyers have indicated ideas of 80-82c fob., basis importers while up to 90c fob., has been the asking price for "jacks."

Following late sales Honduras deerskins, market nominally quoted 71-72c c&f. New Zealand market easier and reports of offers at \$1.50-\$1.55 c&f. with bids solicited. Siam market remains nominal awaiting new offers and sales.

#### Pigskins Lag

Brokers returning from Fulton County state buyers not interested in buying, regardless of price. Shippers in Brazil have eased slightly as it is understood they would now be willing to accept bids of \$2.70 fob. for Manaos grey peccaries and \$2.60 fob. for blacks, basis importers.

Peruvian market firm at origin with reports that sellers are realizing much higher prices than those indicated here. Chaco carpinchos somewhat easier as shippers offer skins at \$3.25 c&f. Difficult to confirm sales.

#### Dry Sheepskins Hopeful

Some buyers now willing to listen to offers and while bids are usually low, at least business is possible. Although shippers are still firm in their ideas, many are willing to accept counter bids.

Canada and Europe showing interest in shearlings though activity still slow. Locally, however, buyers seem to be out of the market for foreign skins. Domestic market dropping rapidly and even though foreign shearlings are lower, still above ideas of buyers here. Selling quarters not receiving offerings of Australian shearlings as season is about over except for odd lots.

Hair sheep markets continue slow and easier. Although shippers at origin continue to have ideas of \$16.00 for Addis-ababa slaughterers'

skins, 175 lbs., spot lots available at less. Various offerings of Brazil cabrettas from \$13-14 for regulars but no interest.

Cape gloves available at reductions with some offers at \$22.50 basis large primes, Westerns and Persians, but counter bids thus far not accepted. Other varieties nominal as few offers made. Agents here do not know whether sellers are accumulating skins or selling them elsewhere.

While Australian wool sheepskin markets continue firm with reports that at the last Sydney auctions, lambs advanced three pence and other descriptions two to six pence lower, pullers here show very little interest. They contend that with poor wool business, they are not in the market for pulling skins at the present time. Not many offers received as sellers have no difficulty in moving supplies to Europe.

Very little interest in slats. While primary markets hold fairly firm, sellers here have difficulty in getting buyers to bid.

#### Reptiles Fair

Some sales of Madras bark tanned whips, 4 inches up, averaging 4 1/2 inches, 70/30 selection, at 65c. Seller could move additional quantities including similar cobras but 80/20 selection at 30c and skins averaging 4 3/4 inches at 35c, last trading basis, but has had difficulty in getting his shipper to make offers. Also interest in larger sized whips at somewhat better prices but as offers lacking, sales difficult to confirm.

Operators feel not many skins available at origin with holders unwilling to trade at present levels and holding for a more substantial market when there will be more interest from large buyers. Reports of several lots of Argentine lizards available on spot but no sales as holders are asking for bids and buyers slow to name ideas. Also some Brazil back cut tejus available on spot at 70-75c but buyers slow to show interest.

Reported that 5,000 meters giboias sold at 80c fob. France interested in Calcutta wet salted alligators. Offers here of 10 inches up, averaging 13 inches at 86c, too high for this market.

• Latest annual report by the Canadian Government shows 70 firms in the leather tanning industry of Canada in 1949 with 4,573 employees paid \$10,295,023. Cost of materials used was \$37,409,211 and gross value of products was \$54,348,439.

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**Special Molded pads to your specification**

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## Deaths

### Thomas F. Waldron

... 94, shoe supplies manufacturer, died July 12 at the home of his daughter in Hampton Beach, N. H. He was well known in the shoe trade, having been a manufacturer of cut soles and counters for many years in Haverhill. He retired in 1928 and later moved to Hampton Beach after having resided in Haverhill for 89 years. He leaves his daughter, Mrs. Clyde H. Chapman.

### Jerome K. Goebel

... 50, leather sales representative, died suddenly July 12 at his home in Garden City, L. I. A veteran of the leather trade, he was representative in New Jersey, Pennsylvania and Virginia for the Richard Young Leather Co., New York City. He had been associated with the Young firm for the past 30 years. Survivors include his wife, a daughter, and two grandchildren.

### Francis R. Sullivan

... 62, retired tanner, died July 10 at his home in Milton, Mass. Sullivan was connected with the leather business for many years and made many friends throughout the trade. He had lived in Milton for the past 11 years. He leaves his wife, Lillian A.; two daughters, Mrs. Francis L. Gavin and Mrs. William Tilley; a son, Richard J.; and five sisters and one brother.

### Charles A. Freeman

... 72, former leather executive, died July 11 in Mercer Memorial Hospital, Trenton, N. J., after an illness of several weeks. A native of Newark, he was manager of Surpass Leather Co.'s Cincinnati office for 24 years. Later, he became associated with the New Jersey State Highway Department as a field supervisor. He leaves his wife, Virginia N.; two sons, Stuart P. and Roy N.; a brother, George E.; a sister, Miss Emily L., and four grandchildren.

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(Other Deaths on Page 50)

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Like other children, Miss Patricia Ann Argento, age 7, of 475 Riverdale Ave., Brooklyn, N. Y., is an active youngster. After 14 months, the toe linings of her shoes with Celastic Box Toes remain tight, unwrinkled, comfortable. (Note cut-a-way of toe area in photo.)



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# NEWS QUICKS

About people and happenings coast to coast

## Massachusetts

• **Barton M. Kramer**, manager-treasurer of Kirby Shoe and president-treasurer of Kramer Shoe, Inc., Haverhill, was elected president of the Shoe Manufacturers' Board of Trade at the board's annual meeting held July 12 at Haverhill Country Club. Kramer succeeds Domenic Milano, superintendent of Laird Schober & Co., Inc.

• Directors of the **New England Quatermaster Association** met recently at the summer home of **Arthur A. Hamel**, president of L. H. Hamel Leather Co., Haverhill. Hamel was elected to the board of directors of the Association, filling in a vacancy arising from the resignation of Col. Jesse Bell. Quatermaster officials revealed that military shoe requirements will continue at a million pairs per month regardless of the outcome of the Korean and Iranian situations. Approximately 60 percent of New England membership in the Association consists of leather and shoe men, 30 percent is from the textile indus-

try, and the remainder from allied trades. There are 900 New England members.

• The **Massachusetts** leather and shoe industry had a nine percent boost in new orders during May 1951 as compared with May last year, the State Planning Board reports. The figure is based on information from the Associated Industries of Massachusetts. Industrial activity as a whole in the state was 14 percent above last May.

• **Joel Shoe Co., Inc.**, will manufacture shoes at 58 Buffum St., Lynn, according to incorporation papers filed with the State Department of Corporations. Jennie B. Logan is listed as president and Jack M. Logan as treasurer. The firm will issue 375 shares of common stock without par value.

• **The Brotherhood of Shoe and Allied Craftsmen**, Brockton independent, will hold its biennial election of three general officers and four col-

lectors on Aug. 24, according to an announcement by Charles R. Fontaine, vice president.

• **Phillips-Premier Corp.**, Boston, has been appointed exclusive distributor of "Polar Pile," a new synthetic shearling fabric, according to Fred N. Phillips, Jr., president. The fabric is made of DuPont Fiber E backed with 100 percent cotton, and is available in various colors at 33 cents per square foot.

• **Strauss Tanning Co.**, Peabody manufacturer of black and colored suede and flexible splits, has increased production to capacity, according to Alex Strauss, president.

• **Paul Wilson**, president and general manager of Warren Leather Goods Co., Worcester, has been appointed a member of the OPS Luggage Manufacturers Advisory Committee. Wilson was secretary of Graton & Knight Co. for several years before joining Warren. He served on various advisory committees during World War II.

## New Hampshire

• **John P. O'Neil** has been named vice president of **Granite State Rubber Co.**, Berlin manufacturer of canvas shoe tops. He has been super-

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intendent of the plant since 1946 and is a vice president of the Berlin Chamber of Commerce and treasurer of the Berlin Rotary Club.

• Seasonal letdown in shoe manufacturing was a contributing factor in an increase in the number of unemployed workers in **New Hampshire** during May when totals rose to 9,800 from 8,800 in April, according to the New Hampshire State Division of Employment Security. However, total number of jobless was 6,100 less than in May 1950 before the outbreak of the Korean War.

### Missouri

• **Charles E. Goodrich** has been appointed manager of the Pennant Shoe Co., women's specialty division of International Shoe Co., St. Louis. He succeeds **Albert V. Wheeler**, recently promoted to general manager of International's women's specialty divisions including Pennant. Goodrich has been sales manager for Queen Quality during the past three years and before that was in sales for Vitality, two other International women's specialty divisions. Prior to 1933, he was Chicago district sales manager for Thomas G. Plant Co., joining Inter-

national in that year when the latter took over the Plant firm.

• **Genco Heel Co., Inc.**, Cuba manufacturer of heels, is reported in the process of liquidation. The firm has already disposed of its machinery, shop fixtures and supplies at public auction.

• **Milton Frank**, executive vice president of Wohl Shoe Co., has been elected a vice president and director of Brown Shoe Co., St. Louis. Frank will continue in his capacity with Wohl, which was recently purchased by the Brown Co. He has been with Wohl since 1919 and held various executive positions until becoming executive vice president in 1946.

### Illinois

• **The Chicago Leather and Finders Association**, which recently voted to disband, has been dissolved as a corporation by the state of Illinois. Ed Smith of E. J. Smith Co. was president.

• Some 19 striking employees of the **International Shoe Co.** plant at Springfield ended a two-day work stoppage last week after negotiations over a wage increase were resumed.

Workers had previously left the job in June and walked out again in protest against findings by a company industrial engineer on piece work pay rates.

### New York

• **Anthony Mercantante** has sold his interest in **Yake Footwear** of Brooklyn to the Manussa family, it is reported. Future plans of Mercantante have not been disclosed as yet.

• **Seymour Schinder** has been named assistant superintendent for **Milton Shoe Co.** of Milton, Pa., manufacturing unit of Putterman Footwear Corp. of Brooklyn. The plant has begun production of a line of leather ballerinas for fall merchandising.

• **David Perlstein** has opened his own sole leather firm at 93 Gold St., New York. The firm will handle tanning, finishing and cutting of sole leathers.

• **The New York Association of Younger Shoemen** ended its official season recently with a dinner at Al & Dick's Steak House. The affair was presided over by Robert Cardone of Cardone & Baker, head of the organization.

## DAVIS LEATHER INC.

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● **Jerry Rapps** is president of the newly established **Suedecare, Inc.**, of Hempstead, L. I., which will provide a national suede leather cleaning service for manufacturers and retailers. Rapps was formerly associated with Kroy Tannery of Salem, Mass., and York Leather Co. of New York. Edythe Polster is promotion manager.

● The following new leather firms have filed articles of incorporation with the State of New York: **Taffee-National Corp.**, Brooklyn, leather importer-exporter; **Textiloid Corp.**, New York, dealing in leathers, plastics and fabrics; and **United Reptile Corp.**, New York.

● **The American Thread Co.**, New York, reports it spent a total of \$25,442,000 for supplies and materials in 1950. A summary of the year's operations distributed to employees listed \$16,804,000 spent in wages and salaries, \$5,972,000 for sales and distribution, and taxes of \$3,081,000. Earnings held for use in the business totaled \$1,154,000.

● **Wilford Mortimer** has joined Eastern Footwear Corp. in Dolgeville as quality man.

● **Accurate Shoe Corp.** is moving to newer and larger quarters at 89 Bogart St., Brooklyn.

● **Don Gagne** has joined the staff of Nancy Shoe Corp. at Hoosick Falls.

● **Abbeon Supply Co.**, Jamaica, has released the 1951 edition of its bulletin on "A Few Facts About Dehumidification For Industry." New facts and tables have been added as well as descriptions of newest machines for use in removing moisture from the atmosphere of all types of plants. Free copies are available.

### Wisconsin

● **Henry L. Nunn**, founder and retired president of Nunn-Bush Shoe Co., Milwaukee, has been appointed a member of an ECA mission to Western Germany. The group, composed of five business and industrial leaders, will visit Germany through July and Aug. as part of a plan by the National Management Council to provide international exchange of management information.

### California

● **Sydney Bag Co., Inc.**, Los Angeles, has merged with Sidney Schwartz, trading as Ted Saval, manufacturing women's footwear at 1510 S. Broadway, Los Angeles. The merged companies will operate as **Ted Saval, Inc.**

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**LYNN INNERSOLE CO., ALLSTON, MASS.**



## SPEEDING WORK FLOW

(Continued from Page 10)

skilled craftsmen execute the orders of fashion authorities and translate newly created designs into sample models. Later they cut the patterns for new designs which have been approved for production.

Two identical men's shoe manufacturing units are quartered in the new Florsheim Shoe Company building. The first of these, called the Adams plant, occupies the second floor and all of the third except the west wing, where are located the first aid department and employee cafeteria. The second manufacturing unit, called the Clinton plant, takes up all of the fourth floor and all of the fifth except the west wing, which is devoted to storage of raw materials.

The existence of the two plants is said by Florsheim executives to have been determined for reasons of quality control and ease in handling

orders to eliminate bottlenecks in the flow of work. Traveling almost the perimeters of three floors, a typical pair of men's shoes will traverse more than half a mile—2,750 feet to be exact—from start to final completion.

After studying every operation in manufacturing and the types of handling equipment best suited for specific tasks, it was determined that the cutting room would best permit a steady flow of work. Machines used on the cutting and skiving operations were arranged around the perimeter of the floor in operation sequence, and materials handling being carried out by a 500-foot endless overhead chain conveyor.

Made possible by a ceiling clearance of 11 feet, 3 inches, this endless chain conveyor operates throughout the 6th floor cutting room, carrying metal baskets which are hung on hooks of different lengths. Baskets of leather pieces which are to be re-

moved from the conveyor manually at various points are hung on short hooks. Baskets which are to be removed automatically are hung on longer hooks. These latter are taken off the conveyor by an endless belt conveyor which lifts the basket handle off the hook, and moves in the same direction as the chain conveyor but at a slightly higher speed.

An interesting feature of this automatic unloading device is that should the endless belt become overloaded, and unable to remove more from the chain at any given time, an automatic device will stop the chain conveyor until the congestion is removed.

### Transfer Eased

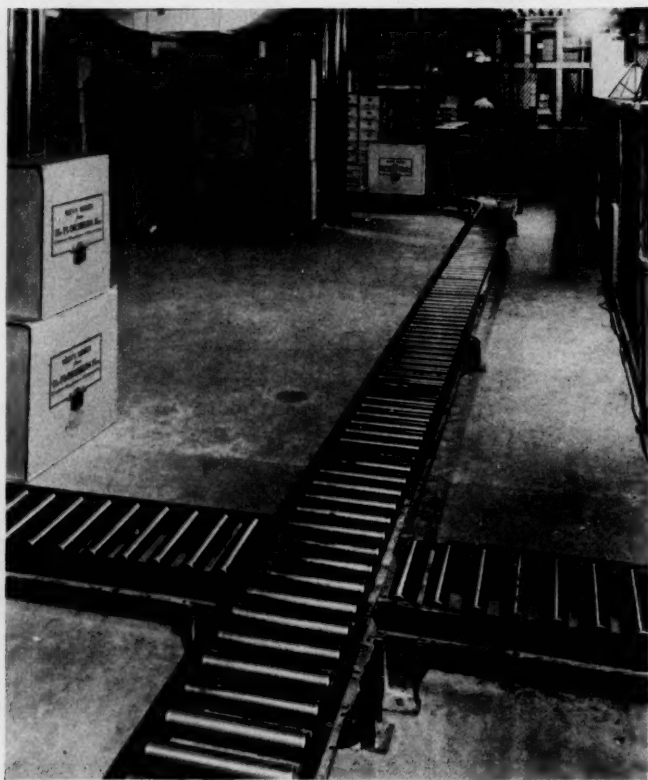
The chain conveyor dips down from the ceiling at various points along the line, where the 25-pound basket loads of cuttings are hung on the hooks by workers. These then travel around the ceiling, held in storage until they reach the dispatcher's table, where the basket loads of cuttings are dropped into 4-wheel bins for transfer to the next operation, either on the 5th floor in the Clinton plant or the 3rd floor in the Adams plant.

Floor-to-floor transfer of material in any multi-story plant is usually a headache because of the common necessity for utilizing a large elevator to transport a small load—or of delaying transport unnecessarily to make up a substantial load.

In the new Florsheim Shoe Company plant, floor-to-floor transport is accomplished by large elevators, carefully located lifts, and dumbwaiters. Large loads of raw materials are carried from the basement loading area to 5th floor storage and to the 6th floor cutting room, and similar loads of completed shoes are carried to the basement stock room on 3 elevators, each of 10,000 pounds capacity.

To handle small loads, strategically located reciprocating lifts and dumbwaiters carry hand trucks, rack trucks, tray trucks and other light loads from floor to floor. Push-button controlled, these lifts have a capacity of from 500 to 1000 pounds, depending on size and function. Both the Adams and Clinton plants each have 2 special lifts with room for 2 racks of 24 pairs of shoes each, located to transfer the shoes in sequence of operations between the 2nd and 3rd floors and the 4th and 5th floors. Each of these has special channelling in the floor to hold rack trucks in place while in transit.

Adjacent to each lift or dumbwaiter is usually found a "well of



Fork and lift trucks like this one are used throughout the plant to handle raw materials and other palletized materials in the basement and loading storage area. Both labor and labor effort are reduced amazingly through mechanization of materials movement.





## *Put the "Prod" in Production*

This new, compact, completely packaged unit, gives all-over coverage on all small, irregular pieces.

Yet, it easily handles larger work—up to ten inches, regardless of thickness. It conserves latex—that's a fact!

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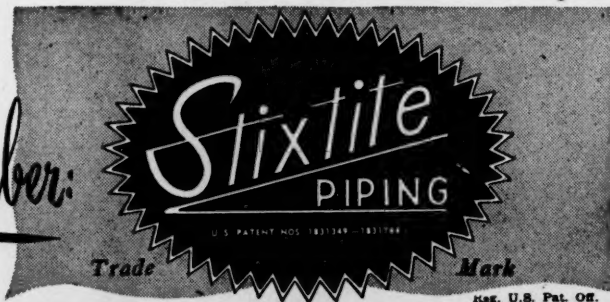


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work"—an accumulation of pairs of shoes, usually on rack or tray trucks, either awaiting transfer downward to the next operation, or waiting for attention from the next processing station after having been unloaded from the lift. Thus time is always conserved at both ends of the floor-to-floor transfer point, and workers never have to wait for a load to come to them.

### Special "Rush" Lift

So popular is the dumb-waiter or lift idea at Florsheim, that there is even a special dumb-waiter from the basement stockroom to the main lobby reception desk to expedite rush orders for Chicago retailers who come to the plant to have their requirements taken care of in a hurry.

From the time the lasts are pulled from the last bins and upper leathers are hung on them until the shoes finally have the lids put on the boxes, the problem of retaining the identity of each pair of shoes is never overlooked.

### Hand Trucks Play Part

Complete mechanization in true Detroit assembly-line fashion is impractical in the shoe industry, but to expedite handling, the Florsheim company utilizes hand trucks, which are 4-wheel trucks capable of carrying 24 pairs of shoes in various stages of manufacture. At first, when lasts and uppers are put together, rack trucks are used; later, the shoes are transferred to tray trucks, with a slot for each shoe, making it easy to maintain the identity of each pair on its way through the plant.

The truck and receiving problem was largely solved by capitalizing on an accident in the location of the building. With a severe slope to the west (approximately 12 feet in the space of a city block), the basement receiving area permitted a truck entrance to a covered loading dock leading directly onto the 3 main elevators, with space along the dock for 9 of the giant semi-trailer trucks at one time.

The large truck area was made possible by eliminating five of the building's supporting columns at this level, substituting for support five large trusses on the first floor, which provide support for upper floors, and from which is suspended the ceiling over the loading area.

Incoming supplies that can be palletized are made up into loads on the trucks, and are unloaded by walkie type lift trucks which convey them either to the elevators or to the basement storage area. Bales of textile materials and rolls of hides are



*The shipping room has literally miles of self-operating roller bearing type conveyor to transport the cases of finished shoes directly from storage bins to trucks awaiting loads.*

left unpalletized and rolled onto the forks of the lift trucks.

Storage areas in the basement are two—one for 150,000 pairs of finished shoes awaiting shipment, and the other for raw materials of all kinds except leather, which is stored in the area on the 5th floor west wing.

The shipping room in the new Florsheim Shoe Company plant has

literally miles of gravity operated roller-bearing type conveyors traversing the stock room. Storage is in bins, by sizes and styles on a flexible basis to meet seasonal requirements and changes in items on hand and being produced. When an order is to be shipped, a stock clerk removes it from the rack, puts it on the roller conveyor, and at the end of the conveyor line an accordion roller unit is extended right into the body of the waiting truck as the order rolls in.

The new Florsheim plant brings a new concept of mass production methods to the shoe manufacturing industry and points the way for the greater use of materials handling equipment to reduce the labor burden and increase efficiency and production. With both the shoe and leather divisions of the industry delving deeply into technological developments that will streamline leather and shoe production and effect greater savings, the Florsheim plant is a study model which can show other manufacturers how they may modernize old plants or construct new ones for more economical and higher quality operation.

— END —

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## ARGENTINA'S QUEBRACHO

(Continued from Page 12)

In the northwestern part of the Chaco region is found the Cebil Colorado, a tree similar to the urunday although lower in tannin content. Its greater advantage over the quebracho and the urunday is that it grows relatively faster. Some experimentation with this tree has been in progress during the past several years by the large quebracho companies.

### "Ax Breaker"

The term "quebracho" originated from the Spanish expression "quebra hacha," which means "ax breaker" and was applied to the tree because of the extreme density and hardness of the wood. It was used for construction purposes in northern Argentina and Paraguay even before the advent of the Spaniards.

Because of its limited solubility in cold water, the difficulty of disintegrating the extremely hard wood, and the rather complicated process of its tannin extraction, the discovery of quebracho as a source of tannin came relatively late in comparison with that of other tannins. Extract of quebracho was first shown in the Paris exhibition of 1878 and shortly afterward a German tannery imported the logs for extracting tannin with such good results that an extraction plant was built in Argentina in 1895. In the same year 402 tons of quebracho extract were exported. After the beginning of the 20th century, several factories were in operation in the Province of Santa Fe. At the beginning of 1949, Argentina had 21 factories, some of which employed hundreds of workers.

Manufacturing of quebracho extract falls into three principal stages, as follows: (1) mechanical transformation of the wood into fine particles resembling coarse sawdust, (2) extraction of the tannin by boiling in

liquid quebracho extract and water, (3) concentration of the liquid extract.

Owing to its extreme hardness, grinding of quebracho wood into small particles must be done with powerful steam-operated grinders. The most approved device for this preparation consists of revolving cylinders faced with strong knives. As the logs are pressed against the cylinders the wood is sliced transversely to the grain into chips about one-eighth of an inch in length.

Extraction of tannin from the wood chips is carried out in groups or batteries of 6 to 8 large copper vessels. The chips are treated first with hot (115°C) solutions of quebracho extract, the first of which is heavily concentrated and each one successively weaker until finally water alone is used. As great quantities of water are required in this process, the factories or extract plants must be located near an ample supply of water, usually close to a river.

The extract from the copper vessels contains about 90 percent water and 10 percent solid material and this must be concentrated in vacuum vaporizers to a solution containing only 22 to 23 percent water. The finished extract is discharged into sacks holding 50 kilograms where it coagulates into a hard mass within a couple of days. Thus, no prolonged evaporation or drying is necessary as is the case with other tannin extracts.

### Improvements

Quebracho extract, which at the present time, is considered the most important vegetable tanning extract, and most widely used, did not always enjoy this distinction. When first discovered, late in the past century, and subsequently used in leather making, it was not considered as an ideal tannin. When quebracho was first used it was found that a slimy

precipitate was deposited on the leather which materially delayed the tanning process, and caused the leather to turn red. This condition was caused by the presence of insoluble reds or phlobaphanes and the lack of sugars in the extract. Although quebracho was used as a tanning agent in combination with other materials, it was not until an important discovery was made in 1896 that this objection was removed.

In 1896 two Italian chemists, Lepetit and Tagliani, after long experimentation, discovered that the sulfurous salts of alkali metals, such as sodium sulfite, bisulfite or hydrosulfite would so dissolve the phlobaphanes of quebracho extract as to keep them soluble not only in cold water, but in the acid liquors of the tan vat. In short, they found that the reaction of alkaline sulfites with quebracho extract prevented loss of soluble tannin and all the insoluble or not easily soluble tannins were made available by solution.

Before the treatment of quebracho extract by the above method, it consisted of the following constituents—water, 21.1 percent, soluble tannin 61.6 percent, insolubles 10.0 percent, and non-tannins 7.3 percent. After the use of the Lepetit process it was found that the sulfite treatment increased the amount of soluble tannins from 61.6 percent to 65.7 percent and that of the non-tannins from 7.3 percent to 12.8 percent while the insolubles disappeared entirely with the moisture content remaining the same in both cases.

After perfection of the Lepetit discovery, the use of quebracho increased rapidly until at present it is the most widely used and one of the best tanning materials known.

### Now One of Best

From the inception of the quebracho industry, exports consisted chiefly of logs, and continued rather heavy during the last part of the 19th century and the beginning of the present one. The industry reached its peak in 1911 when 438,219 metric tons of logs were exported. Then a general decline set in, influenced principally by ocean transportation difficulties, and the prohibitive freight rates for shipping logs overseas during World War I. The large saving in freight rates through the conversion of the logs into quebracho extract is evident when it is realized that it takes approximately 3 tons of logs to produce one ton of extract. These factors, as well as the urgent need for leather and the consequent

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demands for increased amounts of tannin, led to the erection of factories in Argentina. Although the quantity of logs shipped overseas began to decline after 1911, they continued to be sizable until 1917, and even in some years exceeded the shipment of extract. From 1918 on, small amounts of logs were exported and dropped to 7,127 metric tons in 1942. Since then, only negligible quantities of logs were exported (table 1).

Table 1—Exports of Quebracho Logs, Argentina, 1935-42<sup>1</sup> [in metric tons]

Year	Quantity
1935	116,235
1936	64,896
1937	90,203
1938	94,652
1939	74,958
1940	21,034
1941	10,819
1942	7,127

<sup>1</sup>In the period 1888 through 1934 more than 7,000,000 tons of quebracho logs were exported.

Prior to World War I, Germany and the United Kingdom were the leading buyers of quebracho extract from Argentina. During the war the United States entered the market taking first place as an importer. After the war Germany reentered the market and assumed the lead until about 1932. At that time the United States again became the largest buyer. In 1947-48 the United Kingdom became less important as an importer, favoring tanning extracts produced within the Commonwealth (principally wattle from South Africa.)

### Germany Emerging

Germany is slowly emerging as an importer after being absent during World War II. Exports of quebracho extract reached a record high of 215,390 tons in 1947, having ranged from 120,000 to 200,000 tons in the previous 11 years. The United States has been the leading importer during the last 15 years and has taken an average of 18.6 percent of the total exports in the years 1936-38, 69.0 in 1942, and 52.4 percent in 1947 (table 2).

Since 1947 exports of extract have been declining and in 1949 totaled only 98,716 tons, of which 28,530 tons were sold to the United States, the smallest amount since 1938. The reason for these small exports was the strong reaction to advanced prices which were announced early in 1948.

Many changes have occurred in the export price of quebracho extract, some influenced by insistent foreign demand, some by industry manipulation, and some by over-production. A drastic price increase was announced

Table 2—Exports of Quebracho Extract, Argentina, 1938 and 1943-49 [in metric tons]

Country of destination	1938	1943	1944	1945	1946	1947	1948	1949
United States	27,951	79,968	70,699	87,475	69,871	113,044	59,116	28,530
United Kingdom	10,421	33,634	18,607	25,397	38,372	31,739	8,313	2,204
Germany	25,859					49	271	6,050
Chile	2,735	4,806	4,251	8,713	4,797	5,215	4,329	5,865
France	7,452			14,135	18,387	15,894	10,467	11,195
Italy	2,881				1,062	50	383	1,594
Peru	1,505	2,288	2,049	3,839	2,876	1,642	2,162	2,039
Poland	16,150				4,918		5,408	2,000
Sweden	928	2		9,922	5,424	4,162	1,948	3,558
Uruguay	2,268	3,501	3,660	3,434	3,196		1,250	1,501
Other	69,790	20,305	21,842	38,555	58,359	43,595	37,379	34,180
Total	167,940	144,504	121,108	191,470	207,262	215,390	131,226	98,716

Source Official Argentine statistics.

in February 1948 by certain producers which was promptly accepted by the industry as a whole and approved by the Instituto Argentino de Promocion de Intercambio (I.A.P.I.), the government agency whose authorization was required for all export sales. The export price of insoluble extract was advanced from \$160 to \$260 and soluble extract from \$175 to \$275 per metric ton. The reason given for the advance in price was the increased cost of production.

Because of these sharp price increases, strong buyer resistance was created resulting in reduced exports. As of March 1949 unsold stocks on hand equaled almost a full year's production. General stagnation set in within the industry which culminated in the closing down of 18 of the 21 tannin factories. The Government, realizing the seriousness of this situation for the economy of the whole northern area of Argentina, took steps to effect some solution. An agree-

ment was made whereby the factories would begin operations again, take back all workers, and sell future production to the State in a quantity that would insure production for 3 months. At the same time a mixed commission, comprising government and private interests was set up to study the problems of the industry and to publish its findings at a later date. This action afforded only temporary relief and not a solution.

During 1949, when only 98,716 metric tons of extract were exported, the Government made persistent efforts to find a price level which would attract foreign buyers and still afford a satisfactory margin of profit to producers. In February 1949 prices for insoluble and soluble extract were reduced from \$260 and \$275 per metric ton to \$215 and \$230, respectively. The prices received by the producers were simultaneously stabilized by raising the rate of exchange payable to quebracho exporters from 335.82

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to 398.01 pesos per US\$100. In September 1949 prices were again reduced to \$185 and \$200 at which time I.A.P.I.'s commission was cut from 10 percent to 2 percent. In October 1949, new prices were fixed at \$160 and \$170 subsequent to a new ex-

change rate of 572.86 pesos per \$100. This price was comparable with that existing prior to February 1948, but at that time producers received only 537.31 and 587.69 pesos per ton of extract as against 916.58 and 1,002.50 pesos after October 1949.

Reaction to the stimulus given to quebracho exports by announcement of the October 1949 prices was apparent in the export statistics for the last quarter of 1949. In this period 43,420 metric tons were exported as against 14,248, 25,411 and 15,637 tons, respectively, for the first, second, and third quarters. At the beginning of 1950 interest was shown by foreign buyers, with prospects of substantial sales, provided prices remained unchanged.

As a result of the confused condition within the industry, only about three of the 21 extract plants have been in operation since the beginning of 1950. This reduction in activity took place pending the decisions of the Mixed Commission appointed in early 1949 to solve the problems of overproduction, diminishing exports, and the heavy accumulation of extract. Although the final findings of the Commission have not been announced officially, trade circles intimate that the principal recommendations which have been transmitted to all quebracho producers are as follows:

1. The permanent closing of 8 of the 21 existing factories, 4 of which are owned by the major extract producer, La Forestal Argentina, S. A.

2. Payment of full indemnities to

owners and workers of the closed factories to be made by the remaining 13 to be left in operation, under a Government-financed plan.

3. Remaining factories to operate at a combined maximum annual production of 333,000 metric tons, or 201,000 tons less than the average over-all capacity existing hitherto with all plants in operation. (During the past 13 years production of quebracho extract averaged 200,000 metric tons annually.)

Because of the importance of the quebracho tree as a source of tannin extract and its rapid rate of depletion, the question of the probable duration of this resource has been of great interest for many years. Estimates have been advanced that range from 30 years to infinity. These estimates are based on the present rate of exploitation and the future use of quebracho wood (to date 2/3 of the quebracho wood has gone into other uses, such as lumber and fuel), and the carrying out of a vast reforestation program.

Based on a rough calculation of 105,000,000 tons of unexploited quebracho wood in Argentina at present, estimates are given of the probable duration of quebracho resources; one estimate on the basis of current exploitation and another on the basis of utilization of wood for extract manufacture only. Current utilization of quebracho as fuel averages 1,200,000 tons annually. Production of quebracho extract has been close to 200,000 tons for a number of years, which is equivalent to 600,000 tons of wood. Thus, total annual utilization appears to be around 1,800,000 tons of quebracho wood.

On the basis of the continued use at the present estimated rate Argentina's quebracho resources may be calculated to last 58 years. If quebracho wood were utilized in the future exclusively for the extract industry, at the current rate of 600,000 tons of wood annually, the country's resources might last for some 175 years.

After a century of uncontrolled exploitation of its forest resources, Argentina seems to be recognizing the advisability of conserving its forest wealth as evidenced by the provisions of a new forestry law which provides that all quebracho trunks and branches whose heartwood is greater than 8 centimeters in diameter (slightly over 3 inches) must be used exclusively for tannin production. This law, which also prohibits the cutting down of quebracho trees for firewood, was placed in effect at the beginning of 1950.



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Aug. 21-22, 1951—Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 20, 1951—38th annual banquet of New York Shoe Superintendents' and Foremen's Association. Hotel St. George, Brooklyn, N. Y.

Oct. 25-26, 1951—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago, Ill.

Oct. 28-Nov. 1, 1951—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

Nov. 11-14, 1951—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 25-29, 1951—Popular Price Shoe Show of America for Spring and Summer 1952. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

## Deaths

### Henry W. Boyd

... 72, former tanning executive, died July 13 in Winchester, Va. He was a veteran of the leather industry, having served as a vice president of Armour Packing Co. in charge of the Armour Leather Co., Chicago. Prior to his retirement in 1945, he was with the firm for a period of 37 years. He leaves a daughter, Mrs. Florence Beaham, Jr., of Kansas City, Mo.; and a son, Henry W., Jr., of Chicago.

(Other Deaths on Page 37)

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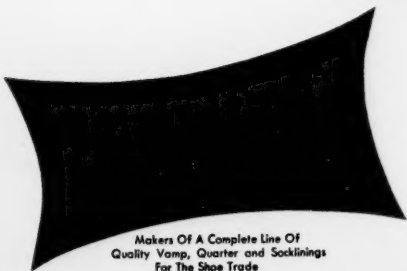
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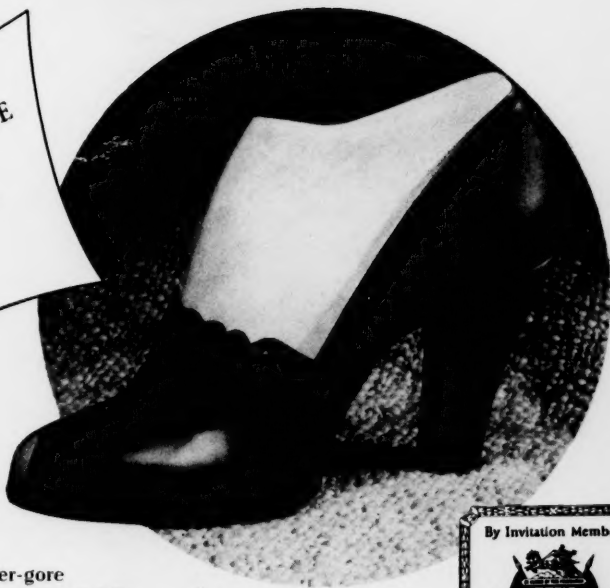


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